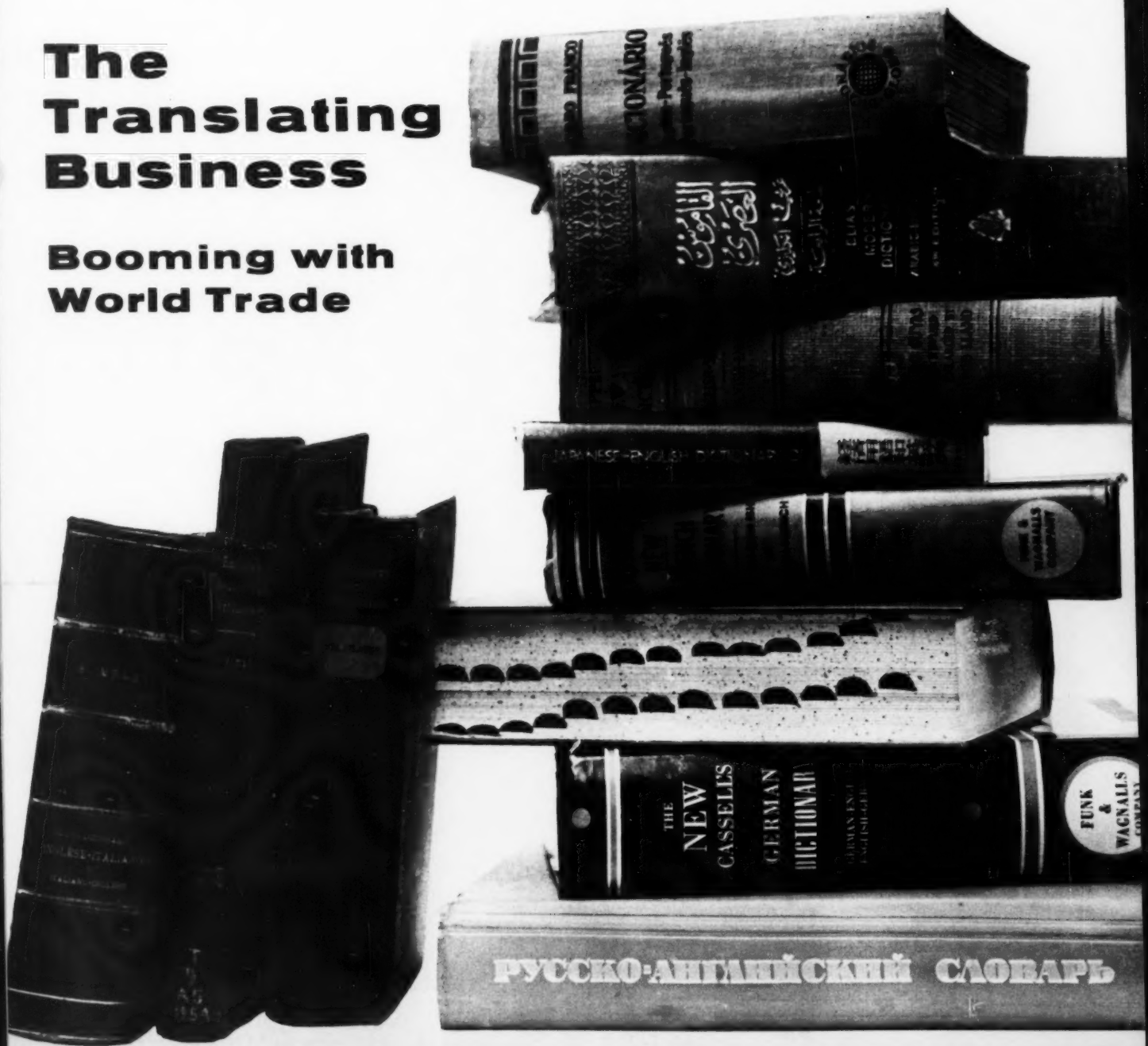
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

November 22, 1965

The Translating Business

Booming with World Trade



Business Bulletins *from around the world*

BELGIUM—European Investment Bank grants loans to Belgium and Italy for equivalent of $10 and $24 million, respectively. Loan to Belgium, EIB's first public issue there, is for 12 years, repayable at par from Nov. 2, 1969 in nine equal annual installments. Bonds with a nominal par value of 5,000 Belgian francs ($100), bearing 6½% rate of interest were to be offered to the public at 99% (of par) from last Oct. 25. Loan to Italy is for 20 years, repayable at par from Oct. 1, 1969 in 17 equal annual installments, bonds bearing interest at 6%, offered to the public at 96% (of par) from Oct. 25. It was concluded with Cassa per il Mezzogiorno for financing of six industrial projects in South, of which one (the construction and working of a factory at Aversa, Caserta, for production of motor protectors, relays, thermostats) will be carried out by the Italian subsidiary of Texas Instruments, Inc., of Dallas.

FINLAND—First nuclear fueled electric plant, with capacity of 300-350 megawatts, planned by Imatran Voima Oy, state-owned electric power firm. Plans call for operation in early 1970's.

FRANCE—Compagnie Fabre Generales des Transportes Maritimes will operate between Tampa, Fla., and Mediterranean ports of Marseilles, Genoa, Leghorn, Naples, Cadiz and Lisbon on a regular basis. This is second French shipping company to use port of Tampa. First was Compagnie Maritime des Chargeurs Reunis which brings in cargoes from Europe and loads in Tampa for Far Eastern ports.

GHANA—Assembly plant for tractors, valued at $500,000, is under construction at Kaase. Machinery and equipment will be furnished and installed by Yugoslav firms.

GUATEMALA—Steel sheet galvanizing plant, Galvanizadora Centro Americana, S.A., inaugurated in Guatemala City. Joint investment of $1.5 million by two Japanese steel companies, Guatemalan businessmen, and U.S. firm, Glidden Corp., plant can produce some 1,000 metric tons of galvanized steel sheets a month; hopes to expand production to 2,000 metric tons a month. Using steel imported from Japan, company intends to market its production throughout Central American Common Market.

IRAN—Government expenditures on development projects totaled $293 million for six-month period ending last Sept. 22. Expenditures for same period a year ago totaled only $179 million. Development expenditures budgeted at $600 million for Iranian year ending March 21, 1966.

JAMAICA—$7.5 million tire factory to be constructed by Goodyear International Corp. at Springfield Estates, 30 miles east of Kingston. New plant is Goodyear's 84th production facility. It will have annual capacity of about 156,000 tires and 115,000 tubes and will employ more than 300 Jamaicans. Initial production to include tires for automobiles, trucks, tractors, farm implements, construction vehicles as well as tubes, tread rubber, repair materials.

JAPAN—Capitalization of Japan Air Lines to be increased 15% early in 1966. Increase, amounting to $7.1 million, brings capitalization to $55 million and will be used in financing Douglas DC-8 jets and part of fleet of Boeing 727's. Total of approximately 5.1 million new shares at par value of $1.39 to be issued in February 1966; will be offered to current shareholders at ratio of 15 shares for every 100 shares now held.

MALAYSIA—First National City Bank of New York opens new branch in Penang, Federation's second largest city. First National City also has branch and sub-branch in Malaysia's capital of Kuala Lumpur.

NETHERLANDS—Dutch breweries exported almost 22.5 million gallons of beer in 1964 at total value exceeding $18 million to 145 countries. Some 3.9 million gallons of Dutch beer valued at more than $4 million shipped to U.S. in 1964.

January-September imports totalled $5,372 million, up 3% from like period 1964.

THAILAND—Bangkok Bank, Ltd., Country's largest private bank, opens office in New York to become first Thai bank to be established in U.S. Plans call for firm to perform information gathering and public relatipns activities including collection, analysis, dissemination of investment information on Thailand for U.S. investors. It will also undertake public relations efforts directed toward increasing deposits in home office, branches; will provide assistance to Thai firms desiring to secure funds, services or materials in the U.S. Although Bank will not immediately provide commercial banking services involving monetary transactions, tentative plans made to float series of "Certificates of Participation," backed by the Bank, in U.S. capital market.

UNITED KINGDOM—Work begins on storage tank construction for Shell Refining Co.'s new refinery at Teesport, Middlesbrough. Refinery, due on stream in early part of 1967 with a processing capacity of 120,000 barrels a day (six million tons annually), will cover 170 acres of land, reclaimed over period of time from River Tees. It will manufacture liquid gases, gasolines, kerosenes (including aviation turbine fuel), gas oil, fuel oil and bitumen to supply product pattern of large segment of North East England that it will serve. Products to be mainly sold by Shell-Mex and B.P., Ltd.

Minnesota Mining and Manufacturing Co., Ltd., London, subsidiary of the 3M Co. of St. Paul, announces plans for construction of printing products plant at Aycliffe, England. Plant, first 3M printing products factory to be built outside the U.S., will manufacture photo-offset lithographic plates and related products for British and European markets. Construction of the 60,000 square foot plant is scheduled for completion in late 1966.

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the cover

Translators are in greater demand than ever as a result of international commerce and the need to keep up with the outpouring of scientific and technical materials in other languages. While the dictionary continues to be the main tool of the translator's trade, progress is being made in the application of a new tool for the future—translating machines. On Page 6 is a survey on the translating industry in America with pointers on how and where to find such services today and what to expect for the future.

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AT NFTC MEETING

Businessman offers help on balance of payments

Caterpillar's Blackie says voluntary actions can aid nation, companies

By STANLEY LICHTENSTEIN
Staff Writer

Late-breaking events of the National Foreign Trade Convention will be covered in next week's issue of International Commerce.

NEW YORK—With power turned on, elevators running and water taps functioning, this buffeted big city's welcome to the 52nd National Foreign Trade Convention seemed particularly warm.

A well-filled Waldorf-Astoria grand ballroom responded to words of quiet conviction spoken by convention keynoter William Blackie, whose native Scottish burr made certain phrases—"a spirit of international entrepreneurship," "empirical results," "tearing holes in the Iron Curtain"—literally roll off his tongue.

Blackie, president of the Caterpillar Tractor Company, and convention committee chairman for the sponsoring National Foreign Trade Council, said that, given the current program of voluntary U.S. restraints upon dollar investments abroad, the only good course of action for progressive American business is "to proceed full speed with foreign enterprise plans and accept for the time being the higher costs or other penalties of obtaining financing outside the United States."

He continued: "A higher rate of interest on borrowed funds not need stop progress if the overseas venture is, as it should be, more than a thinly marginal risk. The additional interest expense can then be taken in stride like any other factor in the costs of doing business."

Of the unique value of overseas operation, the Caterpillar executive had no doubt at all: "A gaggle of well-deployed international geese will lay more eggs than one American goose," he said. "If the American goose can have its production of eggs supplemented by the output of some foreign geese, there will be more eggs. Some of these may be kept abroad for further breeding purposes to produce more eggs later—and some can be returned home for either breeding or consumption. The essential point is that the purpose of the enterprise is not just to have more geese in more places. It is, in the course of success, to bring back more eggs."

AT TRADE CONVENTION the Under Secretary of State for Economic Affairs, Thomas Mann (left), talks with two leaders of the National Foreign Trade Council, Robert N. Morris, president, and E. S. Hoglund, chairman. Mann told the meeting cooperation between developed and developing countries is important.

Compound return

Overseas subsidiaries and affiliates of U.S. firms, he emphasized, frequently create enlarged opportunities to sell parts or components for incorporation into assembles, bring about closer proximity to markets, customer, dealers and governments, and open up a strategic place in trade and communication channels, promoting sales of both foreign-made product and generally, larger U. S.-made lines.

"The effect," Blackie summed up, "is a compounding of investment return with export earnings—all to the benefit of more favorable balance on our international payments account."

The keynoter suggested measures to be taken both as aids to the U.S. balance of payments position and in the interest of good business discipline, including:

Early repatriation of any funds held abroad but not required abroad for pur-

poses of the business.

Charging "controlled" foreign subsidiaries and affiliates for benefits obtained from their U.S. parents.

Blackie minced no words in describing obstacles to successful conclusion of current Kennedy Round GATT negotiations. Difficulties, he noted, arise from the substantial disparity between declining tariffs inside European trading blocs and higher external tariffs faced by the U.S. as other countries "beyond the pale."

Roadblocks

Citing other obstacles in the form of non-tariff barriers, "in violation of the spirit if not always the letter of GATT," the speaker added that the United States needs to put its own house in order, and he put the problem to his business audience bluntly:

"In this regard we in business should recognize that while our tariff and most of our non-tariff barriers have sanction in laws or governmental regulations, these are generally the political response to business pleadings. Our national policy, it is said, is one of freer trade—and we certainly have no compunction about promoting *exports*. But when it comes to imports, there is too frequently an all-round pussyfooting—mealy-mouthed declarations by business associations, oblique opposition by otherwise upstanding trade associations, and an inconsistent sort of propaganda which overtly lauds the general principle of competition while covertly seeking to make sure that it is not allowed to work in the particular instance.

"Let us not, therefore, be too hasty to condemn government. If as a nation, we really favor a policy of the freest possible trade, then it is high time that business and its representative associations . . . get unequivocally behind that policy and, by both advocacy and practice, help to make it effective. This means facing up to competition without the protection of quotas, phony customs valuations, anti-dumping sophistries, narrow nationalistic restrictions against foreign bids to meet public tenders."

Time elements

With the gap between wealthy industrial "have" and poor underdeveloped "have-not" nations widening instead of closing, Blackie said, time is running out and the key words in the developing countries' demand for greater trading opportunities is "now!"

He suggested that in addition to international governmental aid programs and private investments, a means should be found of "giving some kind of special or preferential status—possibly on a declining scale over a prescribed period of time—to a number of those commodities which offer less-developed countries their only good chance to earn foreign exchange . . . for their own building of a basic economic substructure."

Turning to East-West relations, the speaker contended that current Soviet and European Communist steps toward "capitalistic" innovations in their economies should encourage the United States to "begin to look for ways and means of breaking up the Eastern European Communist bloc and tearing holes in the Iron Curtain" leading to a possible eventual self-liquidation of international Communism.

State Department view

Following Blackie to the dais at the first general session, Thomas C. Mann, Undersecretary of State for Economic Affairs, outlined a five-point program for commercial cooperation between developed and developing countries:

- "Developed countries should continue not only to seek linear tariff reductions in the Kennedy Round, but insofar as feasible, to meet the requests of the developing countries as reflected in the GATT lists. While somewhere in the neighborhood of 50% of the the exports of developing countries (weighted by trade) are admitted into the United States duty free, in terms of tariff numbers, a much smaller percentage of the product of which the developing countries are the principal suppliers, are duty free.

- "The development of common markets and free trade areas by the developing countries seems to us urgent and important. Since markets are measured not by population but by purchasing power, the creation of regional tradgroups by developing countries opens the way to the creation of efficient farms and factories capable, after a reasonable period of protection, of 'infant industries' producing high quality goods at a low price for the consumer and of competing with other industries for the world's markets.

- "Developed countries can help by cooperating with the efforts of developing countries to stabilize, at a level fair both to producers and consumers, the prices of basic agricultural products on which the economies of so many countries depend, and, as a corollary to this, developed countries can reduce and if pos-

For a peaceful, productive world

Caterpillar President Blackie presented to the NFTC's audience his formula for building "a peaceful, productive world somewhat in our own image." Elements of the formula are being applied, he said, but others "could pursued more vigorously."

He urged:

- **Instead of retaining foreign investment, we should be devising means of encouraging it when it serves our national purpose.**
- **Instead of fighting a delaying action against imports, we should be aggressively seeking to expand our exports.**
- **Instead of more monetary aid to the emerging nations, we should be giving more thought to how they might be helped by increased trade.**
- **Instead of concentrating too intensely on any idea that the competitive world battle will be fought in the producing-exporting countries, we should be considering the significance of a stronger probability that it will be fought in the much greater third-party importing markets outside those countries.**
- **Instead of proliferating into a number of regional customs unions or common markets, the way should be prepared to lead the industrialized countries eventually into one big common market of free countries trading and investing freely in confident interdependence.**
- **Instead of relying on or hoping for wage inflation abroad, we should be acting diligently and responsibly to keep costs and prices down at home.**
- **Instead of a policy of mere containment, we should be moving to one of constructive effort to have Communism convert itself to a profit system—even if it be based a while longer on state capitalism.**
- **Instead of standing on any empty dignity as a sovereign state, we should recognize that we exist in a world of increasing international interdependence and show the other nations how this can be done without impairment of the freedom to do what is right.**

sible eliminate, tariffs and other charges on imports of these products.

- "There is a growing realization of the importance of fiscal, monetary and other national policies designed to encourage diversification, and to promote a higher level of investments in production for export. For example, one developing country, largely dependent for its foreign exchange on one agricultural product, recently succeeded in increasing its earnings from other exports in a short period of time by about $200 million dollars. This was accomplished principally by adjustments in exchange rate policies and the introduction of a greater degree of competition in its national market.

- "Lastly, there is the matter of export promotion, which is so vital to the trade of developed and developing countries alike. In this country, where we continue to enjoy a large surplus in our current account, there is need for the surplus to be even larger so that we can pay our bills incurred in resisting aggression in Vietnam, and accruing from our large tourism account, from our military and economic aid program, and from the movements of our private capital abroad in the form of loans and investments.

"We must be more export-minded than ever . . . both the Departments of State and of Commerce are expanding the services available to traders. We are in a partnership with your precisely because your interest in exporting coincides with the national interest in enlarging the commercial account surplus."

Finance, labor

Simultaneous afternoon panel sessions —one on international finance, the other on industrial relations—opened with scene-setting addresses by Robert V. Roosa ("Trade and the Monetary System") and George P. Delaney ("Labor Management Relations of U.S. firms abroad").

Roosa, a Brown Brothers Harriman & Co. partner and former Treasury Department Undersecretary for Monetary Affairs, called for formulation of new guidelines on the levels of surplus or deficit which nations should seek in their international accounts. With each country aiming for at least a slight surplus, a crisis could develop in coming decades even though difficulties arising in the next two or three years can be handled by the International Monetary Fund, taking into consideration both the smaller and the larger nations.

DISCUSSION MEETINGS brought together leaders from industry, government and diplomatic fields.

Advocating "just a little more flexibility" in the application of traditional economic doctrine, Roosa suggested that the necessary growth in world monetary reserves may depend on the answer to this question: "Whether or not there cannot be a satisfactory supplement found to the dollar and the gold which will not, in itself, impair the usefulness of either, but will provide a major further source of the kind of increase that the world economy probably needs and which we may find it is unfair and perhaps unwise to place solely on the shoulders of the dollar itself, plus whatever modest increment may come along in gold supplies themselves."

Opening the industrial relations session, Delaney, special assistant to the Secretary of State and coordinator of international labor affairs, focused on the role which U.S. Government agencies can play in informing American management on labor conditions affecting operations on foreign soil.

"The tolerance of error," he noted, "is lower where the employer is a foreigner, the more so when he is engaged in extracting and exporting a country's natural resources, or where in the eyes of a less sophisticated public his contribution to the general welfare is not immediately apparent."

Lawrence C. McQuade, Assistant to the Secretary of Commerce, described a variety of sensitive issues and a range of situations confronting the U.S. Government and its embassies with regard to labor relations of American firms overseas.

"For example," he said, "the U.S. enterprise may need some assistance in the face of a discriminatory and unfair host Government attitude . . . an implication for U.S. foreign relations may be of such grave consequence that some special consultations with management are justified . . ."

North coast of U.S.

A Midwest internationalist, lead-off speaker at the second general session, was quick to point out to his audience that the firm he heads has passed the billion-dollar sales mark—"about the same order of magnitude as the impact of Beatles on British foreign trade . . ."

He was Herbert D. Doan, president of the Dow Chemical Company of Midland, Mich., talking on "the American companies own responsibility for foreign trade" and calling attention to the new Midwest, operating in "the thick of foreign trade" with the aid of the St. Lawrence Seaway which, he said, has created a "north coast of the United States."

Citing a Midwest "trade-mindedness"

THREE RUSSIANS, members of the permanent trade delegation of the U.S.S.R. in Germany, take a turn through the Frankfurt Trade Center during the recent show featuring machines and accessories for the paper industry. The three visitors are shown discussing with H. K. Stock, sales engineer of the Fife Manufacturing Co., a photoelectric-hydraulic edge and line guiding system at the Oct. 20-27 show.

exemplified by a small Michigan specialty machinery manufacturer (the Kysor Industrial Corp.) which has established an international department in New York, and a small five-year-old business school (the Northwood Institute) in his home town of Midland, which has branches in Peru and Ecuador, Doan urged action on various fronts to invigorate foreign trade by all sections of the United States. His recommendations included:

- A return to the pre-1962 tax laws and other improvements in export taxation.
- More action to "free up" east-west trade and to encourage an enlightened approach to it.
- Minimizing restrictions on the movement of capital.
- Modification of labor policies so that they will be balanced more towards U.S. viability in world trade and less influenced by political considerations.
- More use by business of Department of Commerce services.
- Business cooperation with the Agency for International Development and with private agencies in upgrading the training of technical personnel in developing nations.
- Encouragement of investment in American securities by foreign nationals.
- Greater efforts on a state and regional basis.

Maine records increase in exports of apples

Exports of Maine apples reached a total of 29,000 cartons during September and October, compared with 23,636 cartons during the same period in 1964.

Maine's State Department of Agriculture, reporting the increase, noted that export apples are shipped in 200, 160 and 140-count cartons with minimum sizes running from 2¼ to 2⅝ inches.

Apples from Maine were transported to foreign countries as early as 1826. Today McIntosh apples make up 80% of the overseas shipments, while Delicious, Wealthy and Cortland varieties account for the balance.

1965 intra-LAFTA trade moves upward

Intra-LAFTA trade is up according to recent information received by the Department's Bureau of International Commerce.

External trade of the seven LAFTA countries (Argentina, Brazil, Chile, Mexico, Paraguay, Peru and Uruguay) for the first half of 1965 indicates that the value of their exports plus imports was 11.4% of the value of their total world trade.

This is two percentage points above the comparable 9.4 figure for the first half of 1964. The data from these seven countries show percentage increases for their combined trade during the first half of 1964 as follows:

	Intra-LAFTA	With Others	Total (with world)
Exports plus Imports	25.3	0.5	2.9
Exports	23.4	0.6	2.5
Imports	26.9	0.4	3.3

In the first half of 1965 there were several notable changes in trade between LAFTA countries. Argentina, Brazil and Mexico increased their imports from the smaller LAFTA countries. Peru's exports to Chile dropped, while Argentina's imports from Brazil increased.

Mexico's imports from LAFTA sources in the first half of 1965 were nearly 47% higher than in the first half of 1964.

ADELA approves six additional projects

Investments for six projects totaling $2.7 million have been approved by the Executive Committee of the Atlantic Development Group for Latin America (ADELA).

This brings the present total of ADELA's equity and loan investments in eleven countries to $12.7 million. In addition, the organization reports that it has made interim short- and medium-term loans totaling $15.3 million to Latin America.

On Oct. 7 ADELA announced that a company providing technical and managerial services to several Latin American countries (ADSLA) is now in operation.

Crossing word barriers

Commercial value of language work goes up and up to meet industry and government needs

By SUSAN ROSCHWALB
Staff Writer

Translation for world business is becoming a big business itself in the U.S. today. Professional services and linguistics tasks are growing as American companies rush to satisfy needs created by increasing overseas trade, and the technical and scientific advances found in foreign publications. And on the horizon is a development from the world of computers—machine translation.

Professional translators who gathered in Washington recently compared information on their growing vocation. Here are some indicators:

Estimated gross annual billings at 29 selected bureaus in New York was $3 million in 1963, according to a study by Bernard Bierman of Bierman Language Service, New York. The figure is higher today. Bierman's agency culls most of its business from commercial and industrial sources, contracts, patent law and business reports.

Robert Addis, founder and chief translator of Addis Translations International, Menlo Park, Calif., says his business is up 200% over the past year. Addis primarily does technical translating work for chemical, electronics and nuclear physics firms on the West Coast.

This winter many thousands of U.S. manufacturers will be doing business overseas. They will be supplying a greater percentage of business to translators in the form of product operating instructions and advertising copy for overseas use.

Dr. Max Lekus, head of the 86-year-old Berlitz Translating Service in New York City, estimates that a third of his agency's work comes from advertising copy to be used overseas.

The translators working with American firms who are exporting have developed several rules of thumb they offer for consideration by firms newly in the market for their services.

How do you find a good translator?

The new Professional Services Directory of the American Translators Association (P.O. Box 489, Madison Square Station, N.Y. 10010) lists 239 professionals across the nation by State, language and type of translation specialty.

The Directory of the Conference of Translation Agencies of America (Suite 1203, 30 East 42nd Street, N.Y. 10017) lists 12 public translating agencies on the east and west coast.

"Translators and Translation: Services and Sources" by Frances E. Kaiser, published by Price Gilbert Memorial Library, Georgia Institute of Technology, is another valuable reference.

Most Chambers of Commerce publish lists of translators within their areas.

Which one to choose?

A good rule, say the translators, is to shop around and obtain small samples before giving out a large job. Different translators have different specialties—scientific, literary, legal—which are not necessarily interchangeable.

A story is now making the rounds about a California electronics firm that needed to have its annual report translated into four Common Market country languages. The firm gave the contract to a translator who was known as a whiz in scientific work. The finished job was sent to overseas subsidiaries who returned it because it was unusable. Reason: the translation was marked for an academic audience and not a commercial one. The loss in time and money involved in having the report re-translated could have been avoided if the company had checked a sample first.

How much should you pay?

Prices vary, and the least expensive translation is not necessarily the best choice. One agency, for example, charges $60 per language for a 2-page promotional piece. Acknowledging this is probably 25 to 50% more than individual translators charge, it explains that it employs the services of two or three people on a single job to triple-check the work. Precision in the final product is a valid consideration in determining rate, the translators say.

Looming on the horizon of the translation industry is the growth of machine translation. The cost of Government-sponsored research in the past ten years on automatic translation, excluding equipment outlay, is upwards of $10 million.

There is no machine at present that yields a translation product equivalent to that of a human endeavor. The Air Force uses a specialized IBM computer at Wright-Patterson Air Force Base in Dayton, Ohio. That machine can translate scientific and technical information from Russian to English. But the machine product requires extensive further human editing. To be economical for commercial use, says C. L. Pankowicz, head of the Air Force project, the amount of editing needed by the machine cannot be equal to or exceed the amount of editing given a human job. Pankowicz is working with a $650,000 annual budget to learn more about languages, so that computers can be programmed.

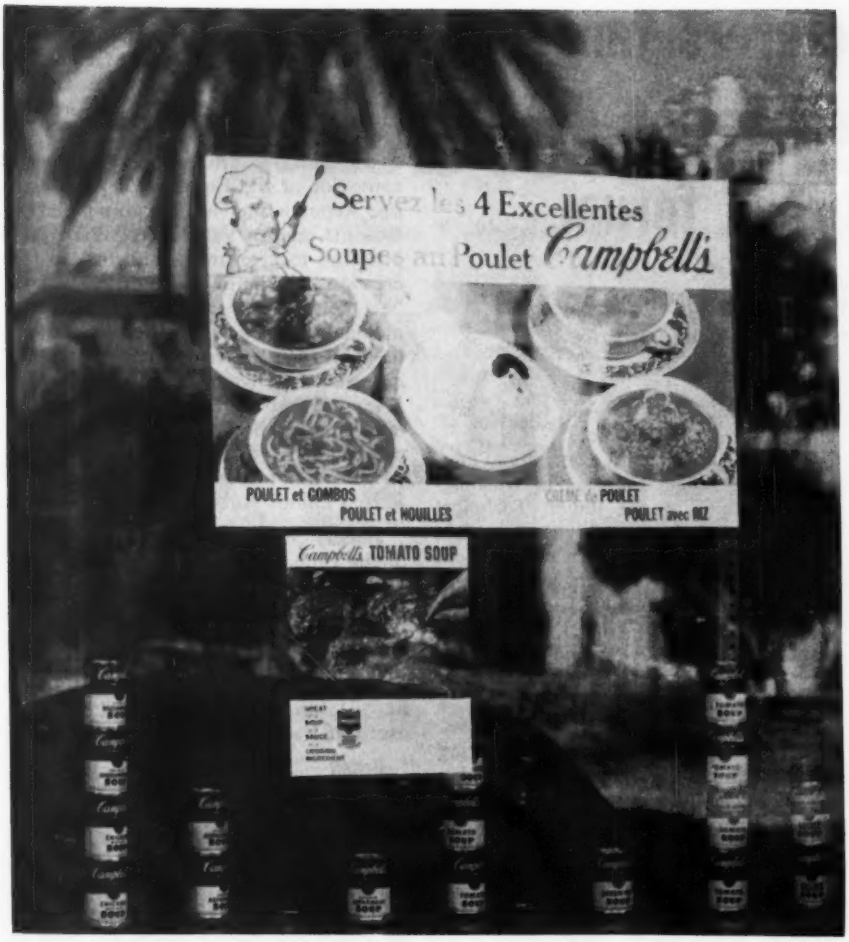
Computer will be there

"Developments in hardware are outstripping software," he says. "Once we know how to program a computer for precision translation, the computer to do the job will already be available." Pankowicz sees this as a possibility within the next decade.

Some other important linguistic research projects are going on at the University of Texas under Dr. Winfred P. Lehmann; IBM Computers Research Center in Yorktown Heights, New York; University of California at Berkeley; Harvard University at Cambridge, Mass.; and the University of Chicago. Dr. Hood Roberts of the Automatic Language Processing Advisory Committee of the National Academy of Sciences is about to publish a report on the status of machine translation in the U.S. today that will contain funding figures for all government agencies.

Experts say it will be many years before they know enough about language to program computers for perfect translations. In the meantime, this country needs more translators to handle an ever-increasing load.

The Joint Publications Research Service of the Department of Commerce translates, makes abstracts and performs



NEED A TRANSLATOR? Advertising copy and product operating instructions bound for overseas markets are two big sources of business for members of ATA. For tips on translating for export see below.

foreign language research for other Federal agencies. Established in 1957, it has published over a million pages of translated material for 27,000 reports, covering 80,000 separate articles. This great body of translated materials is available to government and industry.

Itek Business Products Corp. plans to open a commercial Information Processing Center in Lexington, Mass. next spring. The company's memory center processors will be able to handle any scientific or technical material from Chinese to English. Rates for the service are expected to be competitive with human translating rates. For further information write Itek Information Processing Center, Itek, 10 Maguire Road, Lexington, Mass. 02173.

Strength in numbers

And the professional translators are getting more organized. About 250 people who earn their living full-time by translating for export, science, industry and/or tourism met in Washington this month for the Sixth Annual Convention of the American Translators Association. Claiming fluency in 25 languages among them, the delegates, nevertheless, conducted their proceedings in English. The annual meeting is called to discuss ways of improving the techniques, accreditation and standards of translators, and, not incidentally, to improve the public image of the profession.

CRANES, TRUCKMIXERS

A manufacturer of fabricated commercial chassis components, dump trucks, hydraulic torque convertor drives and horticultural machinery, seeks a license for the manufacture of hydraulic cranes, truckmixers or similar types of equipment.

Write: Atherton Bros., Ltd., Great George St., Preston, Lancashire, England. WTD.

World patent filings double in past decade

Much duplication of effort causes search for new system

Over 500,000 patent applications are filed each year in the patent offices of the world, according to Edward J. Brenner, U.S. Commissioner of Patents.

In an address before the fourth annual meeting of the New Jersey Council for Research and Development on Nov. 10, Commissioner Brenner took special note of the international patent situation.

There has been a 50% increase in world patent filing during the past decade, the Commissioner said. "Approximately one-half of the total patent applications are received by patent offices from foreign countries. Thus, it is apparent that there is a considerable duplication of effort in the examining and prosecution of patent applications in the various patent offices of the world." The duplication has led to a backlog which in turn has fed much interest with regard to modernization of patent systems.

Deferred examination

"The Netherlands, on January 1, 1964, adopted a new patent system commonly referred to as a deferred examination. The six Common Market countries have been working on a draft of a new patent law that would involve deferred examination."

The major objectives of a deferred examination system are first, to publish the technical information contained in a patent at an early date; and secondly, to eliminate the necessity of examining patent applications whenever possible.

"In view of the increased international patent activity and increase in international trade, the U.S. Patent Office last fall established an Office of International Patent and Trademark Affairs," the Commissioner told the gathering. "We believe that increased cooperation between the patent offices of the world leading to an international patent system could assist substantially in simplifying and expediting international patent filing to the benefit of patent applicants and patent offices world-wide."

Electrical manufacturers target nine nations for expansion details; stage business abroad forum

Representatives of countries selected by group give straightforward investment and export picture

Nine countries targeted by members of the National Electrical Manufacturers Association were invited to send spokesmen to the association's recent annual meeting in Washington. Object: information on manufacturing conditions in their countries.

E. E. Schnellbacher, assistant director of the Commerce Department's Bureau of International Commerce, served as moderator for the meeting, called a "Business Abroad Forum," and reviewed current U.S. policy about overseas investment and operations in relation to the balance-of-payments problem.

Six of nine favorable

Panelists for Great Britain, Italy, France, Argentina, Brazil and Australia suggested particularly favorable markets for U.S. products, licensing arrangements, or subsidiary plants. Spokesmen for Japan, Mexico and Germany were less sanguine in discussing similar situations in their countries.

Following are highlights of prepared commentaries by the foreign representatives made to the 400 industry executives:

United Kingdom—Kenneth H. Huggins, director, British Industrial Development Office, British Consulate General, New York, addressed himself to two questions: Why consider the U.K.? Where locate a plant? Huggins cited a $9 billion total market and $1 billion import market for electrical equipment as the answer to the first question. The most advantageous locations include Northern Ireland, northeast England, Scotland, and Wales. Several advance factories, already constructed, are waiting those U.S. firms who wish to move quickly, he said. "You may freely remit your profits and repatriate your capital if you wish to do so," Huggins told the audience.

Italy—Ugo Morabito, commercial minister of the Italian Embassy in Washington and chief of the Italian Technical Delegation, reviewed all the favorable conditions for selling electrical equipment in Italy at this time, particularly in southern Italy. "Included among the incentives are heavy doses of outright grants, low-interest loans and tax exemptions," Morabito said. "In some cases, grants from the Government can run as high as 40% of certain investment costs. Loans can be made for 15 years covering up to 70% of the investment, and tax incentives include an exemption from income taxes for 10 years."

Germany—Dr. Ernest Steefel, international lawyer and author of "Doing Business in Germany," presented the view that Germany is now a country in which to do business with careful preparation. "It is a highly sophisticated, well-developed economy that demands careful selection of personnel. Unless you are prepared to invest a substantial amount of money and wait a considerable time for your return, a haphazard engagement in Germany will not prove profitable." Steefel urged American firms not to run their German subsidiaries by remote control and to be prepared for German regulations quite different from those of the U.S. On the subject of licensing, Steefel said: "For permanent, lasting protection, license contracts alone won't do—tie up your licensing agreement with a joint venture."

France—Paul Macaire, director of the economics department of the French Embassy in Washington, said that the French market for all types of electrical machinery is quite significant. "Imports from the U.S. of such goods in 1964 amounted to $60 million. France is proportionally stronger in the field of electric home appliances than in capital goods production. About 50% of all homes lack the basic equipment." One example Macaire gave of a product line waiting to be developed is that of electric dishwashers for home use. Macaire said French dishwashers are now prohibitively priced and are twice as high as American models.

Argentina—Hector Tassara, economic counselor of the Embassy of the Argentine Republic in Washington, pointed out that his country's Five-Year Plan gives priorities to investments and towards the creation of additional electrical power. "To achieve an increase in the gross national product of 6% per year, it will be necessary to have an increase of available sufficient energy by 1969 of 1,191 Mw over that of 1964. This will necessitate investments for electrical power equipment of $828.2 million, of which $611.9 million will be local currency and $216.3 million foreign currency."

Japan—Shigeru Otsuka, first secretary of the Embassy of Japan in Washington, explained that despite the recent levelling in Japan's growth rate, the country still is the world's fastest growing economy. "U.S. sales of electrical machinery and appliances to Japan in 1964 amounted to $61,348,000, a substantial increase over 1963 sales of $35 million."

Brazil—"Your opportunities for doing business *with* Brazil are good, but the opportunities for doing business *in* Brazil are much better," Marcelo Raffaelli, first secretary of the Brazilian Embassy in Washington said. The big push is on for equipment for the electric utility sector for which $80 million worth will have to be imported annually over the next five years. Imports are expected to be high in the field of mining equipment and airport lighting equipment, including radar.

Mexico—Jaime Fernandez-McGregor, counselor of the Mexican Embassy, said his country presents opportunities for joint ventures and exports of U.S. electrical equipment. Direct foreign investment is treated equally with Mexican capital. Despite its protective tariff, capital goods, including electrical equipment, are Mexico's highest imports.

Australia—"Development of our resources is the biggest thing going on in Australia right now," said Henry C. Menzies, senior trade commissioner of the Australian consulate general. "The attitude of the Australian Government towards overseas investment is a favorable one. There are no restrictions on the inflow of capital from abroad, and this capital is welcome, particularly if it contributes to the development of Australia and admits Australian equity participation."

TRADE MISSION NEXT SPRING

To Caribbean and below

Group's itinerary will include Netherlands Antilles, Surinam, British Guiana

A U.S. Industrial Development Mission will visit British Guiana, the Netherlands Antilles and Surinam next spring, to spur interest in investment, licensing, and sales proposals of U.S. firms.

The group will be composed of five U.S. businessmen with extensive experience in selected fields, and two officials of the Department of Commerce who will serve as Director and Trade Development Officer.

The Mission, to be sent out by the Department's Bureau of International Commerce, will begin its work in the Netherlands Antilles April 16, then move on to Paramaribo, Surinam. The final week of the month-long visit, concluding on May 14, will be spent in Georgetown, British Guiana.

Netherlands Antilles

The territory of the Netherlands Antilles consists of two groups of islands, separated by 500 miles of Caribbean Sea. The larger group—Leeward Islands—is made up of Aruba (70 sq. mi., 60,000 people), Bonaire (110 sq. mi., 7,000 people) and Curacao (180 sq. mi., 134,000 people) and lies about 15 miles off the coast of South America.

The three smaller islands, at the top of the Lesser Antilles group—some 40 miles east of Puerto Rico—are St. Martin, St. Eustatius and Saba (33 sq. mi., 6,000 people).

Total exports for 1964 from Curacao and Aruba were $635 million and imports, $653 million. The U.S. share of the import market of Curacao and Aruba is 8% of the total, although the U.S. share when petroleum products are excluded is 46%.

The business community and the Government of the Netherlands Antilles are extremely interested in attracting U.S. investments and license and joint venture agreements. It is anticipated that these manufacturing facilities would produce for the export market as well as serve the local needs. Labor-intensive industries are especially suitable.

The Netherlands Antilles is an associate member of the European Economic Community. Thus, the market for products manufactured in the Antilles includes the European Common Market with its 180 million potential customers.

A strategically located manufacturing and distribution center between Western Europe and North and South America, the Netherlands Antilles has an excellent harbor, modern jet airport and well-developed road system.

It has a stable Government and currency; an internationally minded business community that generally speaks English and Spanish in addition to its own language, Dutch; the Curacao Free Zone for commercial and industrial enterprises; a good labor supply, and generally low import duties. Tax concessions and tax exemption provisions are offered for new enterprises.

Surinam

Surinam lies on the northeast coast of South America, bordered on the east and west by French Guiana and British Guiana and on the south by Brazil.

Primarily an agricultural country producing sugar, coffee, cotton, rice, cocoa, oil-bearing seeds, citrus fruits, bananas and balata rubber, the country is rich in natural resources such as timber, bauxite ore and other minerals. There is an abundance of water for hydroelectric power. Oil reportedly has been discovered recently.

A new 10-year development plan for Surinam, financed jointly by the Netherlands Government and by Surinam itself, includes drainage and diking of marshy areas, the building of new roads and promotion of new industries.

Surinam offers many advantages to the investor. Among these are the relatively stable political situation, a high rate of literacy, association with the Common Market and the absence of inflation and labor strife. The Government actively promotes the investment of foreign capital and it offers tax concessions in its efforts to encourage new enterprises and expansion of already existing ones.

British Guiana

British Guiana is between Venezuela and Surinam on the northeastern coast of South America. Its economy, basically

LOADS OF PHOSPHATE are hauled down hill at Curacao Mining Co.'s works. Photo, Curacao Info. Ctr.

Market profile—Netherlands Antilles

Islands: Curacao, Aruba, Bonaire, Saba, St. Eustatius, St. Martin.
Area: 391 square miles.
Population: 204,000. Principal city: Capital, Willemstad (Curacao), 45,000.
Climate: Rainfall, hardly more than 20 inches a year. Mean annual temperature, 82°F.; during coolest months, January and February, average of 79°; for hottest months, August and September, about 84°.
Languages: Official language, Dutch; both Spanish and English widely used.
Currency: Netherlands Antilles florin (or guilder); 1 NAfl = US$0.5303.
Per Capita Income: US$1,000 (1963).
Principal Industries: Oil refining, phosphate, tourism.
Total Imports: US$696 million (1963).
Total Exports: US$659 million (1963).
U.S. Share of Market: 11%.

agrarian, is founded primarily on sugar, which totals 35% of exports. In recent years rice has become a major commodity and now accounts for 13.5% of exports. The second major industry is mining, with bauxite and alumina accounting for 29% of exports.

Concessions for new industry

British Guiana is interested in attracting industry which will produce primarily for the local market. U.S. investments and/or license joint venture agreements are encouraged.

The country is rich in resources. Large areas of fertile soil and lush tropical forests interspersed with savannahs and mineral deposits offer great possibilities for profitable investment. The country is one of the largest bauxite producers in the world. In addition, it produces alumina, manganese, gold, copper and diamonds. The forests produce a variety of woods including greenheart, wallaba, silver balli, mora and crabwood. The fishing and shrimping industries are well-developed—the former for the local market—with excellent prospects for export. Shrimp already total some 7 million pounds annually.

The Government is preparing a comprehensive five year (1966–70) development program and has established the Guyana Industrial Development Corporation to assist potential investors.

Approved new industries will qualify for concessions which include a five-year tax holiday; tariff concessions—such as duty free imports or lower rates of duty—on raw materials and containers; sites on industrial estates supplied with water and electricity at subsidized rentals; accelerated write-off of costs of industrial buildings as well as machinery and equipment; duty-free import of plant, equipment and buildings; no restriction on repatriation of profits, of capital and capital gains; and tariff protection for products manufactured for home markets.

Labor is available and wage rates are comparatively modest.

Business Information Centers will be established by the Mission in Curacao and Aruba in the Netherlands Antilles, Paramaribo in Surinam and Georgetown in British Guiana. Here local businessmen can consult with members concerning Mission specialties, discuss specific business proposals offered by U.S. firms, or present business offers of their own. Meetings will also be programmed with trade and industry associations, Chambers of Commerce and Government officials.

Specialties outlined

Composition of the Mission has been determined after personal consultation with the U.S. Consulates, the business community and Government officials in each country.

The group is to be composed of members selected from the following areas of specialization:

Chemicals and plastics. Knowledge of machinery and equipment needed for manufacture of light chemicals and petrochemicals. Should have basic understanding of new technology and equipment, feasibility studies, plant construction and production methods. Experience with machinery and equipment required for extrusion molding type plastics, plastic sheeting, plastic pipe and fiber glass is also desirable. Able to advise on U.S. sources of raw materials for these industries.

Food processing and machinery. Experienced with a variety of food processing machinery and equipment—food preparation, canning, freezing, mixing, bottling, packaging, and dehydration—for a developing economy. If possible, experience should include vegetables, citrus fruits, fish and meat processing. Knowledgeable regarding competitive advantages of U.S. equipment and sources of supply. Some experience in basic food distribution would be helpful.

Textile machinery, textiles. Technical knowledge of U.S. textile manufacturing methods and machinery. Particularly conversant with plant layout and machinery needs for weaving of cotton and synthetic fibers, and competitive advantages of U.S. textile machinery and equipment including used equipment. Knowledge of U.S. dyeing and finishing processes and machinery is desirable, and ability to advise on U.S. sources of supply of piece goods including types, qualities and cost.

Lumber and wood products. Qualified to advise on machinery, equipment and methods in manufacture of wood products, including some background in pulp and paper, if possible. Knowledge of U.S. sources of such machinery and equipment. Some knowledge of lumbering and

Market profile—Surinam

Area: 55,143 square miles.
Population: 330,000. Principal city: Capital, Paramaribo, 133,000.
Climate: Tropical and moist; average annual rainfall, 95 inches. Temperature on coastal region varies from 73°F. to 82°F. Climate in interior similar but with higher rainfall.
Languages: Official language, Dutch; English and Spanish widely spoken.
Currency: Surinam florin (Sfl); Sfl = US$0.5303.
Per Capita Income: US$349 (1963).
Principal Industries: Sugar, bauxite, rice, timber, lumber, citrus fruit.
Total Imports: US$59 million (1963).
Total Exports: US$46 million (1963).
U.S. Share of Market: About 35%.

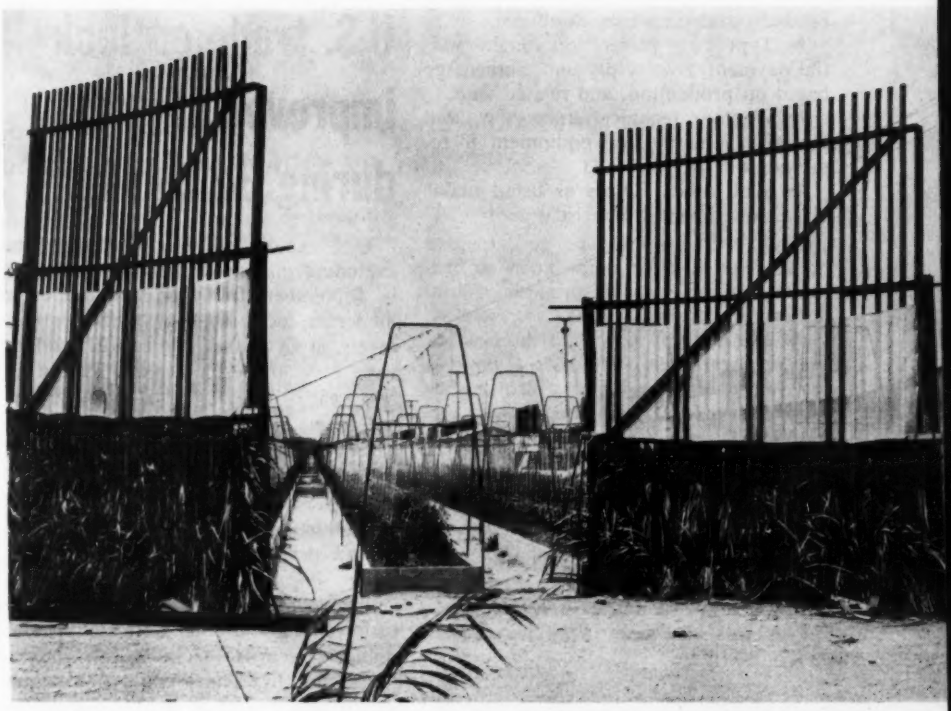
development of wood resources would be helpful.

Light industrial plants and machinery. Could be consulting engineer with industrial experience in manufacturing processes of small-scale industry, including machinery and equipment requirements, for enterprises in a developing economy. Experience might include such products as: Metal goods, handtools, mineral and clay products, wooden and metal toys, ceramic products, brushes using fiber, steel and other materials, paper products, furniture, rubber goods, footwear and electrical appliances. Labor intensive industries are of particular interest.

Experienced in finance

One or more of the businessmen selected must be experienced in finance and investment as applied to joint ventures and licensing in a developing economy.

Businessmen who qualify and are interested in volunteering their services are invited to make known their availability. **Write:** Bureau of International Commerce, BIC 8210, U.S. Department of Commerce, Washington, D.C., 20230, or any of the 42 Commerce Department Field Offices.



HYDROPONICS FARM, Government-owned, in Aruba uses gravel-filled concrete troughs and nutrient chemicals instead of soil and rainfall to produce fruit and vegetables. Water comes from new sea- to fresh-water conversion plant built by Singmaster & Breyer, New York engineers. Photo, Aruba Info. Ctr.

U.S. firms invited to submit joint venture, licensing offers

Proposals must be in Washington by March 1 to be distributed throughout the three countries before Mission's arrival

U.S. firms interested in negotiating joint venture and licensing arrangements in the special fields represented by the Mission are invited to submit their proposals to the Director of the U.S. Industrial Development Trade Mission to British Guiana, Netherlands Antilles and Surinam.

Although the Mission is designed primarily for industrial development, the Director will be pleased to receive appropriate sales offers also for presentation to the business community.

Proposals should be received in Washington by March 1, 1966.

These proposals will be printed in summary form, without identification or address, in booklets which will be distributed throughout the countries before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after they have consulted with a Mission member regarding a specific proposal.

U.S. firms will be provided with the names of foreign companies expressing definite interest in the proposals, so that follow up action may be taken.

How to submit offer

To submit joint venture or licensing proposals, firms are requested to supply the information outlined below and send two copies—for each specific proposal—to the Director of the U.S. Trade Mission to British Guiana, Netherlands Antilles and Surinam, BIC-8210, U.S. Department of Commerce, Washington, D.C. 20230.

For joint venture—direct investment:

► Clear and concise description of the product or products to be manufactured.

► Outline of firm's operations in the United States—what it makes, where, number of plants, number of workers, demand for its products. This summary can be very brief but it is important in showing a potential joint venture partner what kind of company he is dealing with.

► Brief description of any special experience with/or methods of manufacturing the specific product or products.

► Whether or not financial participation will be in the form of machinery and equipment only, or whether some working capital will be provided.

► Whether technical know-how will be supplied.

► Type of foreign entrepreneur sought —an existing manufacturer, or a firm which has a good distribution system and long experience in wholesaling or retailing the product.

► Estimated minimum production of proposed plant, size of plant, approximate location and number of employees.

► Degree of management sought by U.S. firm.

For licensing:

► Clear and concise explanation of the

products and/or processes offered.

► Type of remuneration sought—initial payment, royalty per unit, percentage based on production, and related data.

► Whether technical know-how, and special machinery and equipment if required, will be furnished.

► Such other factors as listed under direct investment which may apply.

Each proposal must be accompanied by descriptive information such as brochures and catalogs. This material should not exceed 50 single sheets.

As the Mission is visiting three countries, separate sets should be submitted for each country in which a firm wishes its proposals to be published.

If several firms are being represented, a separate proposal should be submitted for each client—for each country—with each specified by name and product or service. A summary, in 35 words or less, of each proposal must be submitted for inclusion in the booklet to be distributed throughout the countries.

Proposals also must be accompanied by one of the following, unless previously submitted within the past year:

Department of Commerce Form 1A-57, Registration of U.S. Firms interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

OTHER MISSIONS ABROAD

U.S. Trade Missions are at work this month in Malaysia and Hong Kong and in Ethiopia and Sudan.

Full reports of the two Missions' findings will appear in INTERNATIONAL COMMERCE soon after the groups return to this country.

U.S. trade outlook improved slightly during 3d quarter

U.S. exports (seasonally adjusted and excluding military grant-aid) fell by 2% in September, following two months of moderate increases. Third quarter shipments, at an annual rate of $27.6 billion, were 11% above the average for the first half year.

Exports in the March quarter had been depressed and those in the June quarter accelerated by the dock strike. Although January-September exports were at a new peak, they were only 3% above the comparable period of last year.

The 4% advance in imports for September, similar to the expansion in August, reflected sizable amounts of merchandise recorded from vessels arriving after June 15. These could not be unloaded at the time of arrival due to the maritime strike of U.S. vessels. Arrivals of foreign merchandise through the first 9 months totaled $20.4 billion, 12% higher than those in the corresponding period of 1964.

The strong growth of imports and the slower advance of exports through the first three quarters of 1965 resulted in a trade surplus of $5,313 million, at an annual rate, a $1,454 million decline from the value a year ago. In the third quarter alone, however, the improvement in U.S. trade raised the surplus to $6.9 billion, an increase of $2.4 billion over the average for the first two quarters.

Market profile—British Guiana

Area: 83,000 square miles.
Population: 640,000. Principal cities: Capital, Georgetown, 150,000; New Amsterdam, 15,000; Bartica, 15,000; Mackensie, 15,000.
Climate: Rainfall average, about two inches a year. Mean average temperatures in coastal regions, 75° to 85°F. Daily range rarely exceeds 14°. Mean temperatures in interior regions fluctuate widely.
Currency: British Caribbean Territories (Eastern Group) dollar (BWI); BWI$1 = US$0.58.
Per Capita Income: About $250 (1964).
Principal Industries: Sugar, rice, coconuts, timber, bauxite, alumina, manganese, gold and diamonds.
Total Imports: US$87.5 million (1964).
Total Exports: US$95.1 million (1964).
U.S. Share of Market: 23%.

Private Greek development bank gets boost in funds

The National Bank of Greece and the International Finance Corporation (IFC), together with leading private financial institutions in Europe and the United States, are combining to increase the share capital of the National Investment Bank for Industrial Development, S.A. (NIBID), a private development finance company in Greece. The Bank's resources will be boosted from $6 to $10 million.

NIBID was founded in 1963 by the National Bank of Greece, the largest commercial bank in the country, and nine leading foreign financial institutions. Its principal objectives are to provide medium and long-term financial and other assistance to existing and new productive private enterprises in Greece in the fields of manufacturing, mining, tourism and shipping, and to promote the development of the capital market. It is actively concerned with bringing together Greek and foreign interests in the establishment of new productive enterprises. It aims to provide managerial and technical assistance to its clients.

In accordance with its general development policy, the Government of Greece attaches considerable importance to the expansion and modernization of industry and recognizes the need to attract foreign industrial investment to Greece. In recent years total investment has risen rapidly and at present amounts to about 23% of the gross national product. Though in the past a relatively large share of this went into agriculture and to the creation of an infrastructure, industrial investment is now expected to assume greater importance.

Secretary names four to national export council

Secretary of Commerce John T. Connor announced the appointment of four new members to the National Export Expansion Council. They are:

Archie K. Davis, chairman of the board of Wachovia Bank & Trust Co., Winston-Salem, and president of the American Bankers Association; Worth B. Fowler, president of American Mail Line of Seattle and chairman of the Committee of American Steamship Lines (CASL); J. D. Holt, president, American Association of Port Authorities, and executive director, Georgia Ports Authority, and Gerard E. Keidel, president, Bankers Association for Foreign Trade and vice president, American National Bank and Trust Co., Chicago.

This week lasts all year

'America Week' program aims to bring U.S. goods to the worldwide consumer on his own buying grounds; Connor promises stepped-up Commerce assistance

Secretary John T. Connor has announced strong Commerce Department support for "America Week" programs designed to increase U.S. exports of consumer goods through special sales events in foreign department stores.

"America Week" sales feature a wide variety of U.S. goods for the home and family. They are becoming more and more popular abroad, and a number of Europe's top department stores have held them in recent months.

The 'America Week' program is expected to fill a gap in the present U.S. export expansion drive. Unlike trade fairs, the America Week promotion is aimed directly at consumers, and only at consumers. The program brings U.S. goods into everyday contact with all levels of consumers. It reaches people who have come to buy, not the idly curious who have come to be entertained.

Support for "America Week" sales will be coordinated by the Commerce Department's Bureau of International Commerce, which administers the Government's Trade Center, Trade Fair and Trade Mission programs.

Six of Europe's top retail organizations bought $7 million worth of U.S. consumer goods for "America Week" campaigns in Switzerland, Germany, England, Belgium and Sweden in the first half of 1965. The Commerce Department cooperated in staging the campaigns but did not give the formal assistance provided in the plan announced by Secretary Connor.

Under this plan, the number of stores holding "America Week" sales—and the volume of their purchases in the U.S.—are expected to grow considerably in the next few years.

America Week promotions may be run by a single department store, a group of stores, or they may involve a city or, in some cases, an entire country.

Sweden is ready

The promotion director of Stockholm's Nordiska Kompaniet department store said that his store's exhibit had been such a success because "Sweden is ready to buy far larger quantities of U.S. consumer products."

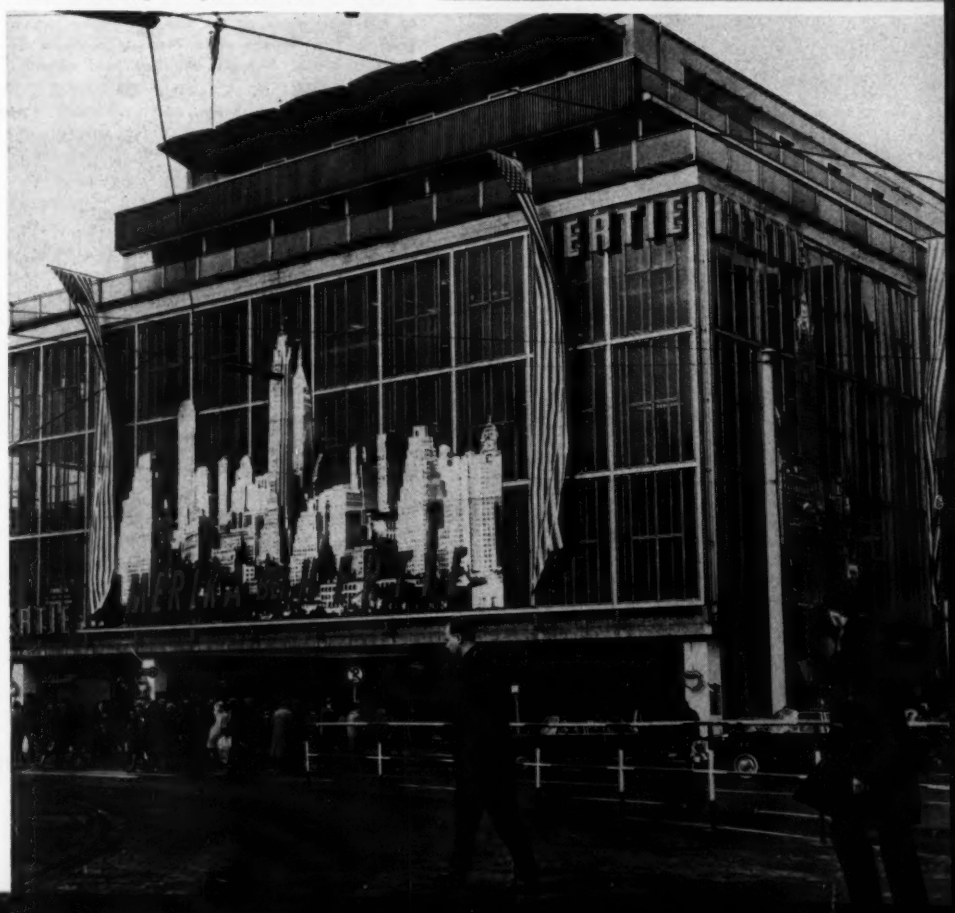
Breuninger's department store in West Germany reported that the show's results exceeded all expectations, and that there was a much smaller amount of inventory left over after their America Week show than is normal for comparable promotions.

The nine-store Lewis chain in Great Britain stated that they will probably continue to reorder between 30 and 40 lines of merchandise featured in their America Week. The firm stated that the promotion aroused greater general interest than any other national exhibit they have staged.

The management of Belgium's Bon Marche chain said that the America Week show had convinced them that luxury-priced American products could be sold on the Belgian market. "The 'Live Like an American' promotion attained perfectly the objectives we had set for it," they said. "The results were excellent, and far better than expected by most buyers and the Board of Directors."

Comments were equally enthusiastic

CUSTOMERS throng into the Hertie Department Store in Cologne, where a massive model of the New York City skyline heralds its America Week exhibit (below). The tastefully arranged display of Early American furniture at right was part of a show at Selfridge's Department Store in London.



IT PAYS TO ADVERTISE, and this Kraft booth at the America Week display in the Lewis department store chain's branch in Blackpool, England gets its message across rather effectively. The confrontation at left took place at the window display which Brussels' Bon Marché store used to publicize its America Week. It looks like he's sold already.

from the American end of the operation. About 85% of the U.S. firms who took part said they would participate in future promotions by department stores. "Frankly speaking, we have all been shaken up a little bit," said the representative of one U.S. company.

A Belgian agent who handles U.S. products said that "to learn what we did, we would have had to pay far more for a market survey—and maybe with less results."

The Rheinbrucke department store chain staged America Weeks in each of their 25 stores located throughout Switzerland.

Store managers reported that the promotion was most effective in the medium-size and smaller towns, where sales results were relatively better than in the larger cities. The show carried an organized promotion of U.S. products into many of the smaller cities, where such displays are virtually unknown. Rheinbrucke officials said that the concept of sponsorship by individual U.S. cities had a strong appeal to many Swiss.

"The expanding consumer-oriented economies of many nations make it increasingly possible for people everywhere to buy U.S. products," Secretary Connor said.

"Retailers abroad recognize this demand and meet it by offering what their customers want. They offer it in an attractive package that has become known as the 'America Week' sale. And many of the items originally offered in such a sale become stock items in their stores.

"We have excellent techniques for promoting exports of our producer goods. By lending our support to 'America Week' sales, we adopt a proven method for promoting consumer goods and equip ourselves with another important tool for export expansion."

Assistance

The Bureau of International Commerce will assist foreign retailers and their U.S.-based buying offices in finding the broadest possible range of U.S. goods for their stores, and will supply them with exhibitions, demonstrations and other customer attractions appropriate to the themes of their "America Week" campaigns.

"America Week" campaign proposals must come from the foreign retailers. They must be prepared to buy a minimum of $100,000 worth of U.S. goods, and must have the financial and administrative resourves to carry out their plans.

This includes maintaining a resident buying office in the United States; providing a six-month lead time between the date of Commerce Department approval of an "America Week" promotion and the opening of the sale; and planning promotional efforts which provide a reasonable expectation for a successful sales campaign.

Retailers or groups of foreign retailers interested in staging an "America Week" campaign with U.S. Government support generally begin by contacting the U.S. commercial officer stationed in their country.

The Commercial Officer will transmit the project proposal, together with his recommendation, to the Bureau of International Commerce. Before U.S. endorsement of a project, the Commercial Officer establishes a close working relationship with the potential "America Week" operator, which, if the project is subsequently approved, is maintained throughout the campaign.

Project proposals must contain detailed information on matters such as purchasing plans, including volume, pro-

motional plans, U.S. services requested, and budget requests. Thirty days must be allowed for the evaluation process and final decision, in addition to the six-month lead time mentioned previously.

Once an "America Week" project has been approved the Commerce Department will provide the operators with appropriate promotional and planning support within and outside of the United States.

This BIC support includes: supplying lists of appropriate U.S. trade center shows and commercial exhibits in international fairs to "America Week" operators so that foreign buyers at these events may be informed when and where "America Week" sales campaigns will occur; reviewing the proposed categories of U.S. goods to be offered for sale and recommending additions or deletions; providing strong promotional services and, as needed, design or technical advice; obtaining special exhibits for "America Week" promotions from U.S. government agencies (such as the National Aeronautics and Space Administration or the Smithsonian Institution), public museums, private foundations, industrial organizations, state development boards, and similar sources; providing reports on similar promotions that have been successful.

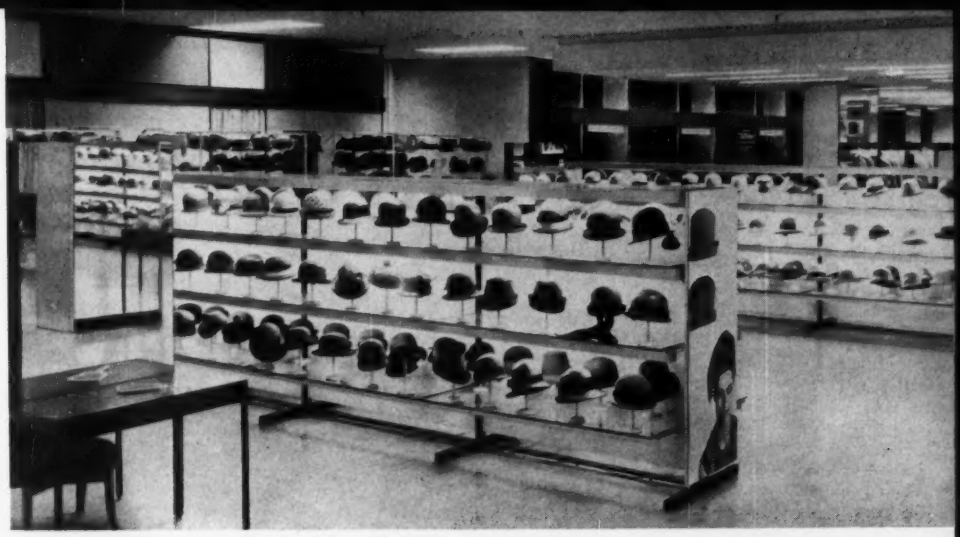
The Business and Defense Services Administration will provide "America Week" operators with the latest information on new U.S. products, with guidance on manufacturers whose products appear particularly suitable for overseas sales, will encourage appropriate industry trade associations to develop and offer interesting presentations (such as the growth of an industry) for display attractions. This agency will also supply operators with a current list of buying offices in the United States.

The Department's branches in 42 U.S. cities will be available to assist "America Week" buyers in contacting U.S. manufacturers.

Published material from the United States Travel Service for use in connection with "America Week" promotions can be obtained from the prospective operator's nearest USTS office.

The Department of Commerce will soon contact selected industry groups, museums, foundaticns, governmental units, educational organizations, major corporations, and other prospective sources in an effort to develop a list of exhibitions and demonstrations that can be used in connection with America Week promotions as they occur.

These exhibitions may be educational, cultural or commercial in nature and need not be related to the type of merchandise being offered for sale. They should, however, be sufficiently interesting and attractive to merit prominent exposure and promotion in prime locations such as a major department store in a Western European city.



DERBY HATS FOR MILADY were the feature of this America Week show at one of the 25 Rheinbrucke chain stores in Switzerland. The Rheinbrucke exhibits were especially successful in smaller cities.

Any organization able to supply such an exhibit should contact: America Week, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

All that is desired at this time is a brief description of the exhibition or demonstration, an indication of the languages in which it is available, and the basis on which it can be made available for use abroad—such as required lead time and necessary restrictions upon its use.

This information will be included in a list to be circulated by the U.S. Foreign Service to prospective operators of America Week promotions abroad. When the Bureau of International Commerce receives a specific request for a particular exhibition—or type of exhibition—they will contact the concerned organization and make the necessary arrangements.

The Department of Commerce does not plan to purchase or warehouse these exhibits; however, the Department will pay such costs as packing, shipping, insurance and security when they request the use of the exhibit.

AT THE END OF A PERFECT DAY of shopping at the America Week exhibit, these Belgian shoppers settle down to some American-style relaxation at the Bon Marché's branch store in Antwerp.

RADAR NAVIGATION instrument and sailboat speedometer exhibited by the Raytheon Co. (above) attracted much visitor interest on opening day. In bottom left photo a prospective distributor discusses a line of life jackets and ski belts from the Gentex Corp. Gentex is new to the Italian market.

At Milan Center: boating accessories

The boating accessories show at the Milan Trade Center was launched earlier this month with a gala reception, a Dixieland jazz band for color and opening day attendance of 233, which exceeded all expectations.

One firm booked a surprising order worth $10,000 for inboard diesels. Another company signed a large order for electronic equipment, lending a cautious note of optimism to the anticipated results.

Exhibitors were enthusiastic about the show. Hal Harrison, president of International Marine, said, "There is nothing like a trade show. This is the ideal way to get into export. I can't urge strongly enough for U.S. companies to take advantage of the opportunities and assistance offered by (the Department of) Commerce and by the commercial officers and trade shows abroad. We had a busy opening day . . . and I couldn't be happier."

ONE OF THE MOST ACTIVE booths in the show was that of International Marine, where the products of 12 U.S. firms were displayed. A local dealer talks about them with Hal Harrison, president.

At fair in Lima: eight agents named after first week

Several others in process of negotiation; future sales may reach $2 million figure

U.S. exhibitors, after the first week of the Pacific International Trade Fair in Lima, Peru, reported:

Eight agents appointed, seven in the negotiation stage and several additional agencies being discussed for Venezuela, Colombia, Ecuador, Bolivia, Chile and Argentina.

The exhibitors—11 did not report totals—announced the following sales figures:

Immediate sales, $111,745; pending, $343,630; estimated in the next 12 months, $1,924,000.

In addition, two licensing agreements were established for Peru and Argentina.

John L. Barrett, commercial officer at the Embassy in Lima, reported enthusiasm on the part of those visiting the U.S. pavilion. He called the commercial fair approach an "unquestionable success."

BUSINESS PROSPECTS register (above) at the U.S. pavilion on opening day at the Pacific Fair in Lima. Below, Otto Hamann of GE explains details of an advanced communication system to an interested buyer.

A POPULAR SPOT for trade inquiries was the exhibit booth of Bell & Howell, on outside ring of pavilion.

PAINTING CONTRACTOR (right) listens intently to some technical explanations of Binks paint sprayers.

FUTURE FARMERS of El Salvador, who are seeking better ways to till their soil, watch a demonstration by Yeppie Thomas of an earth pulverizer (above) from Thomas Level-An-Break, Fresno, Calif. Below, businessmen and farmers ask about U.S. agricultural products not on display at the international show.

In El Salvador: business leaders view farm products

U.S. agricultural machinery, other products on display at month-long trade fair

Business leaders and agricultural distributors from Central America, interested in buying high quality U.S. farm machinery, have come in droves to the El Salvador International Fair in San Salvador.

The fair opened Nov. 5 and will close Dec. 4. In addition to the U.S. participants, 25 of whom are new to the market, eight Salvadorean companies representing U.S. welding equipment, glass containers, machinery for manufacturing cosmetics, fiberglass, construction machinery, tools, diesel and gas engines, electric plants, pumps, road-building machinery, appliances, fire extinguishers and electric measuring instruments are also displaying their equipment.

These are in addition to agricultural machinery, parts and supplies which constitute the main line of the U.S. pavilion.

Several in one

At the U.S. pavilion, one interesting development is shown by industries within one state which have organized a committee to represent several firms in the exhibition. The Iowa Exports Exhibit Committee assured participation of 11 U.S. firms in the fair.

Walter W. Regirer, U.S. deputy exhibit manager, called this feature a "healthy symptom enabling small companies sometimes new to market . . . to 'stretch their wings' and take part in international trade fairs."

The Central American Common Market, which links Guatemala, El Salvador, Honduras, Nicaragua and Costa Rica, is making a strong effort to attract new industries and is vigorously encouraging increasing agricultural efficiency through modernization.

This effort is expected to provide a lucrative market for U.S. agricultural machinery manufacturers.

AND THEN YOU RING the sale. President Julio Rivera (right center) observes a demonstration of the National Cash Register Compu-Tronic machine. In center is Luis Salmurri, manager of National Cash Register of El Salvador. Pictured on the far right of the crowd is Ambassador Raul H. Castro.

IN LIBYA

2,000-year wait ending

Oil riches making Libya self-sufficient for first time since Roman era; efforts to diversify economy open broad import vistas for U.S. traders

By NICHOLAS S. LAKAS
Commercial Attache,
U.S. Embassy, Tripoli

Libya has made remarkable strides toward economic development since winning its independence on Christmas Eve of 1951. Discoveries of massive commercial oil reserves in the last decade have propelled this country from obscurity to world attention at a pace with few parallels.

Its economy, in the short space of a few years, has been fundamentally transformed, and Libya is now at the threshold of self-sufficiency for the first time since Roman days.

The visiting observer, especially one who has returned after a prolonged absence, is astounded by the far-reaching changes in the urban areas. Nor can he escape a sense of excitement as he speculates on the Libya of tomorrow.

Practically overnight, the Kingdom of Libya has become a major source of Free World oil. In no other country has development of the petroleum industry proceeded so rapidly.

Income from oil royalties, surtaxes and other related imposts has been mounting steadily, especially since 1961. Oil revenues for 1965 are expected to reach the vicinity of $270 million, approximately double last year's figure. Another substantial rise is predicted for 1966.

Gold and foreign exchange holdings approached $300 million in August, an impressive gain of over $100 million since the end of 1964.

Bazaars fading

Local banking activities and credit operations are shifting from the bazaars to the banking system. Time, savings and demand deposits reached record levels in mid-1965, and a continuation of their upward trend is forecast for 1966. Short-term commercial loans are also on the upswing. One bank is increasing its capitalization and others may follow suit.

A chronic trade deficit has been replaced by a sizeable surplus. External trade is flourishing, with imports at an all-time high, and further gains are anticipated for the coming year.

Purchasing power is stronger despite upward pressures on the cost of living. Consumer demand is expanding in what is still a price-conscious market. Consumers are showing some signs of more sophisticated taste.

Announcements of public tenders have become more frequent. Labor is in short supply.

Needs know-how

A shortage of entrepreneurial and technical skills is opening a broad field for know-how. The expanding scope of commercial opportunity, the country's receptive attitude toward foreign investment, the accelerated pace of development projects all point to a more prosperous future.

Spurred by its newly found wealth, the Government of Libya has embarked on a Five Year Development Plan calling for development outlays of $700 million over the 1963-68 period.

The major share of these public sector expenditures has been allocated for basic public works—construction of highways, ports, airfields, terminal facilities, sewerage systems, power stations, new schools and hospitals, low-cost housing; the development of urban water supplies, rural land reclamation and irrigation; and social services.

Moreover, the Government has announced its intention to raise the level of industrial activities in order to broaden the nation's economic base.

It is also seeking to foster the maximum degree of private investment in local manufacturing by means of government loans, joint ventures and the encouragement of investments from abroad. As-

LIBYAN STORE WINDOWS hold many more consumer goods these days. Buyers are quite price-conscious.

NO MATTER HOW you spell it, the sign means that Libya is building a modern economy overnight. The U.S. became Libya's top import supplier in '64.

sembly plants, fisheries, cement and processing facilities are slated for attention in the near future.

The few industries existing outside the oil sector are chiefly concerned with processing local agricultural products for the domestic market. Most of these are concentrated around Libya's two principal urban areas, Tripoli (population: 376,000) and Benghazi (228,000).

Both cities as well as smaller urban centers such as Baida (48,000), Derna (45,000) and Tobruk (39,000) are booming in varying degrees under the impact of extensive public investments and accelerated migration from the countryside.

Prior to the commercial oil boom, agriculture was the backbone of Libya's primitive economy. Barley and wheat remain the traditional cereal crops. Dates, olives, and tomatoes are also grown for domestic use. Cultivation of peanuts, citrus fruits and castor seeds for export is increasing.

Potential reassessed

The country's agricultural potential is being reassessed. Underground water resources are under survey and conservation techniques are being developed. The Government is also undertaking research on pest control, crop improvement and better range management. Farm credit programs and price supports have been introduced and are likely to be strengthened even more in 1966. A more extensive tree-planting effort will be launched next year.

Since September 1961 when the first deliveries of Zelten crude were made to Esso tankers at the Mersa Brega marine terminal, petroleum has become increasingly the dominant commodity in Libya's external trade. More than 300 million barrels were sent last year thus reaching a record daily output (for Libya) of close to a million barrels. Production should be well over the million barrel per day mark by the end of 1965, making Libya a first rank petroleum producer.

New oil concessions

New oil concession awards are expected to be announced shortly. This will result in a marked increase in general exploration activity and a further rise in expenditures by the concessionaires.

Exports other than petroleum have consisted mostly of agricultural products. Their overall value in 1964 amounted to $5.8 million.

Imports have been rising at a substantial rate—more than tenfold within the past ten years. The first favorable trade balance in Libya's modern history was attained in 1963. A year later, the country registered a record high import total of $292.3 million. The value of Libya's imports of goods and services for 1965 is expected to exceed 60% of the value of its own production—an extraordinarily high proportion. New import peaks, above the $300 million level, are forecast for 1966 and 1967.

The accumulation of foreign exchange has encouraged the Libyan Government to stimulate imports of non-luxury products and capital goods through eliminating or reducing tariffs on hundreds of items. Further large-scale easement of Libya's tariffs is predicted for the next two years.

It is virtually certain that the Government will be shopping abroad for more services and larger quantities of agricultural machinery and chemicals, construction equipment and building materials; hospital, school, office equipment and supplies; telecommunications equipment (radio and TV); and food processing machinery.

Private buyers will seek more canned food; more ready-made clothing, footwear and textiles; more household goods and electrical appliances, compact-type automobiles and other consumer items.

Imports from the United States have soared from less than $1 million c.i.f. in 1954 to $67.8 million in 1964, according to Libyan statistics. Last year, the U.S. became Libya's prime supplier for the first time, with an impressive 23.2% share of the total market. Libya was the fourth largest African market for U.S. heavy machinery and transportation

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

equipment, manufactured goods, chemicals, foodstuffs, beverages and tobacco continue to dominate the pattern of U.S. sales to Libya.

In the past four years, roughly two thirds of U.S. deliveries went to the oil industry. Of the $79 million in total imports taken by Libya's petroleum industry in 1964, 58% or $45.7 million came from the U.S. The chief, and practically only, Libyan export to the U.S. was 13.8 million barrels of crude oil amounting to 4.3% of total Libyan oil shipments for that year.

The U.S. competitive position outside of the oil industry, although improving, continues to trail behind Libya's traditional suppliers, Italy and the United Kingdom. For many years, Libyan import trade has been dominated by European-controlled firms. This, plus the relative absence of American products from the Libyan consumer market prior to the oil era, placed the U.S. under a high handicap in the trade race.

Nonetheless, within the past four years (1961-64), the U.S. managed to double its sales of non-petroleum products from $11.2 to $22.1 million.

European and other competitors, recognizing Libya's dramatic upsurge, have stepped up their promotional activities through trade missions, by participation in the annual (February-March) Tripoli International Fair and by greater employment of local advertising media. They are also providing lower prices, more liberal credit terms, cheaper freight rates, quicker deliveries, better local repair services and, in some cases, technical training. Their intensified sales efforts are also reflected in more frequent, lengthier visits by home office or regional representatives.

Trade prospects

There are good immediate and long-term prospects for significant increases in imports for both the petroleum industry and the non-oil market. Libya will clearly have the foreign exchange to purchase a wider variety of goods in increasing quantities during at least the next five years.

The country's foreign exchange control laws, geared to an economy once afflicted with a chronic trade deficit, now appear outmoded. These are likely to be eased or perhaps even repealed outright within the next three years.

There is no commercial treaty or investment guarantee agreement between Libya and the U.S. However, there is virtually free trade with the U.S.

Prospects for maintaining or accelerating the present level of U.S. sales for the next two to three years depend largely on the ability and willingness of American exporters to compete more vigorously in prices, credit terms, follow-through, deliveries and technical backup.

The U.S. has a good reputation for high quality in Libya. For the moment, however, economy-minded Libyans including the Government are inclined to favor lower-priced goods regardless of quality and country of origin. This is also generally true for bids on Government contracts.

The substantial potentials for U.S. goods and services warrant minimum profit margins, at least during the introductory period. Prices should be quoted c.i.f. Tripoli or Benghazi.

Libyan firms are usually not specialized. An importer may well be an agent, wholesaler, and retailer at the same time.

There are other ways

Even though a Libyan law governing commercial agencies limits the number of agencies which can be held by any one company to ten, goods may still be sold on the basis of a commission agency or distributorship.

Commodities offering the best sales opportunities in the Libyan market include: agricultural equipment and implements; agricultural insecticides; animal feed; smaller automobiles, providing spare parts and servicing are available; canned goods and foodstuffs; carpeting for sale by the yard; consulting engineering services; construction equipment and building materials; diesel engines; electrical machines and appliances; fertilizers (nitrogenous); footwear; fresh fruit; household furniture and fixtures; lumber and plywood; medical, hospital and laboratory equipment and supplies; pharmaceuticals; plumbing and sanitary fixtures; photographic equipment and supplies; ready-made wear for men, women, and children including infants; rice; school and office equipment and supplies; telecommunications equipment, radios and TV receivers; soaps and toilet supplies; trucks and chassis for trucks and buses; vegetable seeds; and wheat and wheat flour.

Trade opportunities, joint ventures, partnerships, agencies, investments and other commercial potentials in Libya cannot be cultivated overnight.

Here, as throughout the Middle East, a tight travel schedule is considered a waste of valuable time, effort and expenditure. Libyans, like other Arabs, place a high value on the development of personal relationships with their business associates. They also esteem the art of face to face negotiation regardless of the time involved.

They measure the depth of interest, effectiveness and integrity of Western firms by the promptness with which they handle their correspondence and their follow-up of exploratory talks.

Finally, a local associate or representative can be invaluable and is almost a requirement for American business men. He best understands Libya, its people, its customs and is sensitive to the interplay between government bureaucracy and the private business community. According to an old Arabic proverb "There are men for every occasion."

COMMERCIAL ATTACHE Nicholas Lakas, author of this article, interviewed hundreds of Libyan youngsters at the color television studio in the U.S. exhibit at this year's Tripoli International Fair.

Chemical processing show to be held in New York

More than 550 suppliers of equipment and material for the chemical process industries will exhibit new and improved products later this month in New York.

Occasion will be the 1965 Exposition of Chemical Industries, scheduled Nov. 29-Dec. 3 at the New York Coliseum.

Equipment and material to be displayed include systems and components for fluids and solids transfer, solids and liquid separation and mixing, heat transfer, chemical reaction, process control and technical support functions that provide greater conservation of energy and material resources and longer equipment life even in the challenging new process situations.

Write: 30th Exposition of Chemical Industries, 200 Park Ave., New York, N.Y. 10017.

Chile slows inflation but Nature acts up

Frei Administration cuts price rises in half as trade surplus zooms; new copper bill passes Congress; August floods dampened recovery effort

Chile's positive economic developments during the third quarter of 1965 centered on efforts to curb inflation and the announcement of a very favorable first quarter trade surplus. Weather misfortunes tempered the good news.

The third quarter increase in the price level was 3.8%, only half of the 7.5% rise for the comparable period in 1964, while the first quarter trade surplus reached $104 million.

The critical copper bill was passed by the Chilean Congress in early November and went to the President for his approval. In addition, a PL-480 Agreement calling for sales of U.S. farm products worth over $19 million was concluded during the quarter, with a clause providing for approximately 10 million escudos of the proceeds to be made available as "Cooley Loan" funds for subsequent lending to U.S. investors in Chile.

These substantial achievements were partly offset by a series of heavy rains, high winds, and floods which caused considerable damage to both agricultural crops and urban areas. The Chilean Government, acting under a reconstruction law passed in the aftermath of the March earthquake, is undertaking a series of rehabilitation and redevelopment measures in the stricken areas.

Foreign trade

Preliminary customs data for the first six months of 1965 show exports of $352 million and imports of $248 million. These figures indicate a decided improvement over the comparable 1964 period, when the favorable trade balance was only $6 million. U.S. export figures for the first eight months of 1965 indicate an increase from $108.2 million in the comparable 1964 period to $133.2 million in 1965.

COPPER INGOTS swing aboard ship. A strong export showing is boosting Chile's trade surplus.

The Chilean Government's policy of encouraging export expansion and restraining the import level should maintain the present favorable trend in Chile's trade through the end of this year.

However, a rising level of economic activity and the improved exchange position may be expected to stimulate Chilean demand for imports of raw materials and capital goods. Mid-October increase in the world copper price should result in total 1965 exports worth approximately $695 million. Imports are expected to total approximate $520 million, leaving a favorable balance of about $175 million.

The Central Bank has been exercising its authority to reject imports when total import applications in any category exceed the prior twelve-month average by more than 5%.

Commercial payments

The favorable balance of trade has greatly reduced the problem of commercial arrearages. The Central Bank now provides futures exchange to all imports that have completed the mandatory 120-day waiting period.

Such exchange may now be sold to importers in the 90-day futures market to cover payments for all approved imports, if the goods have cleared Customs and the corresponding certificates of clearance have been turned over to a commercial bank.

Remittances of foreign exchange to suppliers will not be effected, however, until the required 120-day waiting period has been completed. Nevertheless, this policy constitutes a significant easing of the commercial backlog and should expedite payment procedures.

Current payment delays are primarily due to the failure of importers to make the escudo deposits required for obtaining exchange. The tight commercial credit situation is partly responsible for the latter situation.

There are numerous complaints from the commercial sector alleging a tight credit situation. Total loans by the banking system increased 30.4% during the January-September 1965 period. Provi-

sional data through September indicate that the money supply has increased by 45% in 1965, compared with a 35.3% growth in the comparable period of 1964.

Total holdings of gold and foreign exchange by the Central Bank, excluding the $21.3 million subscription with the International Monetary Fund (IMF), stood at $116.2 million as of September 30, a slight decline from the June 30 level of $120.3 million. However, since commercial arrears have been reduced $20.5 million since December 1964, net "adjusted" international reserves have increased by $34.3 million.

The average depreciation for all escudo buying rates was 5.8% during the quarter, exactly equal to the depreciation in the second quarter. The bankers' futures rate, applicable for imports and most other commercial transactions, depreciated 10.6%, the bank spot rate 24.4%, and the brokers' rate 21.6%.

Government programs

The Frei Administration sent its 1966 preliminary budget to Congress on August 31. This budget is balanced and calls for expenditures of approximately 3.5 billion escudos. It does not provide for the activities of the semi-autonomous agencies such as the railways, national airline, and the national power authority. Since the current expenditures of these agencies are nearly as great as those of the central government, total public sector expenditures for 1966 are projected at approximately 7 billion escudos.

In addition to the recently-passed copper bill, the Frei Administration has several other important pieces of legislation pending before Congress. Both the "normative" law, authorizing the President to issue decrees having the force of law, and the Government administration and constitutional reform bill, which would sharply restrict guarantees related to the expropriation of property, are under discussion in the Chilean Senate.

Other legislative matters have delayed action on the bill approving the Government's purchase of CHILECTRA from the American and Foreign Power Company, as well as the Government-IT & T agreement concerning CHILTELCO. The Administration's important agrarian reform bill is expected to be introduced shortly.

The March earthquake spurred passage of the Reconstruction Law, which establishes a permanent system to deal with natural disasters and calls for a regional development program in the Aconcagua Valley. The disaster provisions were used to deal with the recent floods which forced the evacuation of 30,000 people and caused an estimated 200 million escudos in damage.

THERE WAS A ROAD HERE a few days ago, but these Chilean travelers are going to have to find an alternate route. The August floods were a setback to Chile's otherwise encouraging growth.

There are several indications of a sharp increase in consumer demand during the third quarter, with the pattern of sales shifting markedly toward consumer soft items and inexpensive "luxury" goods.

Construction activity for the first half of 1965 has increased by 50% over the comparable period in 1964. A shift in the type of houses built has been noted, with the new emphasis on smaller buildings of less expensive materials, particularly prefabricated wood units, for low income families. With the coming of summer and the need for earthquake reconstruction, the upswing in the construction industry is likely to continue.

The Chilean Government has announced plans to create a domestic petrochemical industry using refinery by-products and natural gas as feedstocks. Two plants to produce phtalic anhydrite and phtalic plasticizer material will be constructed adjacent to Chile's sole operating refinery at Concon, near Valparaiso. The second phase will involve building four plants in the Concepcion area, adjacent to a refinery now under construction. The latter complex will produce ethylene, polyethylene, PVC, chlorine, and caustic soda.

The first of the Concon plants is scheduled to begin operations in 1966, with the Concepcion complex slated for completion in 1967 or 1968. Chilean Development Corporation (CORFO) officials are now attempting to stimulate investor interest in these projects.

Labor highlights

The moderate 3.7% rise in the cost-of-living index, no radical increase in unemployment, and a comparative calm in labor-management negotiations all suggest continuing labor stability. Major contract settlements without strikes in the nitrate, copper, and coal industries set the pattern for renewals of existing collective bargaining contracts and did much to bolster the Government's wage policy.

The Government played a significant role in mediating the only major strike in the third quarter, at the Pacific Steel Company's Huachipato mill, and in keeping the final settlement within the limits of its wage guidelines.

Two important labor bills are presently before Congressional committees. One, the Reform of the Labor Code, removes all restrictive measures governing the formation and administration of unions and permits their legal association. The bill, often referred to as the "Magna Carta" of the Chilean labor movement, might well bring about a nation-wide professional trade union movement.

The second pending labor bill would

NEW ROADS are vital to the Frei Administration's development plans. The World Bank recently agreed to finance a feasibility study of a 3,700-mile highway construction program throughout the country. If undertaken, the project would create opportunities for sales of more U.S. equipment such as the above.

permit the right of association for farm workers. This proposal has the strong support of the Administration and could help create a politically and economically powerful farm labor movement.

Agriculture suffered from the heavy third quarter rains, which flooded low-lying areas and inflicted considerable damage on winter plantings. Losses from weather damage have been unofficially estimated for various crops as: wheat 10%; oats 12%; and rapeseed 8%.

However, the drought which had plagued the northern part of the country for the past two years has been broken, and a supply of irrigation water assured for the current season.

To partially offset shortages of beef and veal, special efforts are being made to increase supplies of fish, poultry, pork, lamb and mutton. Approximately 134 metric tons of frozen broilers were flown in from the U.S. as an emergency measure. A total of 900 metric tons of broilers were purchased through the third quarter, with an additional 2,000 metric tons likely to be bought before the end of 1965.

In order to stimulate the development of the local poultry industry, the Government and the Bank of Chile have opened a new line of credit to poultry raisers for the construction of poultry houses and equipment. Credits may be granted to producers with 2,500 birds or more, to cover up to 80% of subsequent purchases for expanded production.

Continued poor fishing throughout the third quarter brought total fishmeal production for the first nine months of 1965 to 51,906 tons, approximately 75,000 tons less than the comparable period of 1964. More than 25 plants, 250 boats, and several thousand workers are idled by the continued *anchoveta* shortage. The financial position of a number of the firms is critical, and if CORFO and foreign creditors were to insist on immediate payment more failures would certainly result.

As part of its program to aid the industry during this prolonged resource shortage, the Government introduced a new fisheries bill in late July. The bill encourages integration among firms and allocates funds for partial payment of export subsidies under the 1960 Fisheries Law. The bill has not yet been approved by Congress.

Chilean reserves improve

Chile's net international reserve position improved significantly during the first three quarters of 1965. Net reserves of the monetary system improved by $29.5 million, and payments delays in excess of 120 days were reduced by $19.8 million. Net international reserves adjusted for changes in payments delays have risen by $49.3 million.

As part of its program to reduce import payments delays, the Central Bank has gradually relaxed payment restrictions until at present all imports are eligible for payment 120 days after shipment. However, delays in excess of this period remained at about $53 million during August and September. These remaining delays appear to be due to the importers' lack of cash or inability to purchase foreign exchange rather than to Central Bank payments restrictions.

Development plans

Several development projects and additional plans were announced by the Government during the third quarter. The Department of Public Works and the National Port Authority signed an agreement providing for construction of the new San Vincente Port. The $11.5 million project, supported by an AID loan of $7 million, will substantially augment the cargo-handling capacity in the growing industrial area near Concepcion, and is scheduled for completion in 1969.

The modernization of the port of Arica, originally scheduled to be completed in 1967, is now expected to be finished by early 1966. The new facilities will raise the annual capacity of this main northern port from 120,000 to over 1 million tons.

Inadequacies in the nation's television system have caused the Government to create a committee headed by the Vice President of CORFO to examine the long-range development of the domestic industry. The committee will prepare guidelines for the establishment of an electronics industry in Chile, bearing in mind future electronics developments within LAFTA.

Further progress toward the development of a coordinated highway improvement program for the 1966-72 period was made when the World Bank agreed to finance a highway feasibility study project with foreign exchange costs estimated at $210,000. The immediate study will be divided into two parts; a determination of the economic justification of 300 kilometers of roads in the Central Region, and a broader economic study of 6,000 kilometers of roads throughout the country.

International assistance

The P.L. 480 agreement which will make "Cooley Loans" available to U.S. investors in Chile was signed in late July, with formal ratification from the Chilean Congress due later. Under the terms of the $19.8 million agreement, the U.S. will send Chile surplus agricultural commodi-

FISHERMEN LOWER their nets from a trawler. Continued poor fishing during the third quarter heightened the crisis in the fishing industry, and the Government proposed remedial legislation.

ties, including wheat, corn, non-fat dry milk, butter oil, and tobacco.

Fifty percent of the local funds generated by the sale will be loaned to Chile for development projects, with the other half being retained by the U.S. for its own uses in Chile. This will include an estimated 10 million escudos to be applied under the "Cooley Amendment" for lending to U.S. firms. The Cooley funds are not expected to become available until early 1966.

Coordination

The Agency for International Development also coordinated emergency U.S. assistance valued at $1.6 million after the widespread August floods.

During a visit to Chile, the President of the Inter-American Development Bank (IDB) announced that the Bank expected to double its investment rate in Chile during 1965 and 1966. The 1965-66 total will be approximately $50-60 million, compared with the $110 million invested during the entire period of 1960-64.

Third quarter IDB credits included a $6 million loan to CORFO for relending to private enterprise, especially the forestry and fishery firms, and a $3 million loan to CORFO for feasibility studies concerning a planned highway between Valparaiso and Mendoza, Argentina.

Morocco farms will buy modernization equipment thru international bids

Morocco has received a $10 million World Bank loan to aid its farmers in modernizing their operations.

The funds will be relent for land improvements, farm buildings, agricultural machinery and implements, tree crops, and some investments in light processing and storage facilities.

The loans will be made both to individual farmers and cooperatives and to the Central de Gestion des Exploitations Agricoles (CGEA), a government agency which administers land formerly owned by foreign settlers. These lands, in due course, will be transferred to individual Moroccan farmers and agricultural cooperatives.

Procurement by farmers and cooperatives under their loans will be through normal trade channels. A number of international firms handling farm machinery and equipment are represented in Morocco. Equipment for CGEA farms is being purchased through the official tender system which provides for international competitive bidding under which local as well as foreign suppliers can submit proposals.

Kenya is latest African country to restrict sharply imports from Japan

In the latest of a series of restrictions by various African countries on imports from Japan, Kenya has imposed licensing restrictions which will effectively ban the importation of all Japanese goods except certain raw materials and equipment needed for the development of local industry.

Japan, which has been doing an annual business in the neighborhood of $20 million in Kenya alone, enjoys a large export surplus throughout Africa. Transistor radios, photographs, tape recorders, electrical equipment, piece goods, men's wear, toys and automobiles are among the more important consumer goods of which Japan is a principal supplier.

By contrast, Kenya's exports to Japan amounted to only $3.2 million in 1964.

A general ban on Japanese imports is viewed as a coercive measure intended to force Japan to accept more East African exports or to increase the level of Japanese investment in development projects. Either response would increase the inflow of foreign exchange from Japan and help to correct the payments imbalance.

Kenya, along with her East African neighbors, Uganda and Tanzania, is concerned about the serious trade and payments imbalance with Japan.

During the past year and a half, all three East African countries as well as Nigeria have imposed controls on Japanese textile imports which compete with local industry; in addition, comprehensive import licensing restrictions like those just announced by Kenya have already been in effect for some months in Uganda and Tanzania, and were recently announced by Nigeria.

Although Japanese exports to East Africa and Nigeria have been almost entirely cut off by these actions, the ban is intended only as a temporary expedient which will force Japan to contribute what Africans believe to be a fair share of the development assistance burden.

For the moment, however, the East African and Nigerian consumer goods markets have been opened up for other suppliers, creating new opportunities for U.S. exporters in competitive lines.

NEW ZEALAND

'Down under' aims higher

Agricultural output drive, switch to decimal currency and eased licensing rules create new import chances in areas where U.S. products have the inside track

By HOWARD F. NEWSOM
First Secretary, U.S. Embassy, Wellington

On a per capita basis, New Zealand's overall trade ranks with or exceeds that of many major world trading countries.

Its per capita annual imports for the last import licensing year were $347 and all signs indicate that growth of trade with the U.S. will continue to outstrip the strong growth in New Zealand's overall foreign trade. The level of imports is controlled by an import licensing system and depends principally on the level of earnings from exports.

Following a slight drop in export earnings in 1961 and 1962, New Zealand has made a remarkable recovery in the past three years. The annual level of export earnings apparently stabilized at around $1 billion in 1964 and 1965, but earnings for the year ending June 30, 1966 are expected to be about $1.1 billion, an increase of 38% over 1962.

These increased export earnings have been reflected in a higher level of imports. Imports (cdv basis) were valued at $888 million, in 1964 an increase of almost 30% over 1962.

Total foreign reserves at the end of 1964 were $272 million and the average annual growth (in current terms) of the gross national product for the past three years was almost 10%.

Buoyant

The economy is buoyant. However, there is no surplus production of its principal export products, so the country can't take advantage of temporarily favorable overseas markets for its goods.

New Zealand's principal exports are meat, dairy products and wool. Prospects for a continuing high level of export earnings are good, due to the relatively low cost of production, increasing world population, and the rising standard of living and potential markets.

New Zealand's long-term program for steadily increasing production of primary products will, as in the past, result in greater demands for imports. New Zealand will need more imports to help increase its pastoral production, to supply its domestic industry with the equipment needed to process the pastoral products, and to enable domestic industries to manufacture increasing quantities of the varied products required for domestic consumption and export.

New Zealand's import licensing system tends to sustain the existing pattern of imports, inasmuch as licenses are issued each year to those who received them the previous year. There is little variation in the relative share received by each licensee.

However, the volume and value of permitted imports may be varied by changing the categories in which goods are classified and according different treatment to the separate categories.

In the current licensing year ending June 30, the Government has introduced a liberalization measure which increased the number of items exempt from license by 90. The newly exempted items account for about $126 million in imports a year, or 14% of the total.

One-third of the total value of New Zealand's imports are now free of licensing requirements. Authorized import volumes for a limited number of items subject to licensing were also raised by 33⅓%. In addition, an appreciable measure of flexibility was introduced regarding imports which must still be licensed.

These measures will mean a higher level of imports and may lower New Zealand's substantial export surplus and create a worsening in New Zealand's balance of payments deficit.

Determined

The Government is aware of this possibility but is resolved to strengthen the economy by allowing market forces to play a greater role.

One of the most encouraging aspects of recent liberalization is the promise of future licenses for a "new importer" group. Businessmen who have been using certain goods imported by the traditional license holders will receive licenses to import 25% of proved utilization.

Despite the rigidities of the licensing system and the tariff differentials that

ALL-WEATHER CARGO LOADERS at Bluff Harbor keep the trade flowing no matter what the weather.

favor Commonwealth countries, American firms have succeeded in increasing the United States share of New Zealand's imports. Exports to New Zealand in 1964 were $91.7 million, an increase of $13.9 million or 18% over 1963, and represented 10.3% of New Zealand's total imports.

The record for the first six months of 1965 is even more impressive. Imports from the United States for the half-year were $52.9 million, an increase of $13.5 million or 34% over the corresponding period of 1964, and represented 11.9% of New Zealand's total.

Manufactured fertilizers, sulphur, machinery for special industry, agricultural machinery, and office machinery accounted for most of the recent increases.

Increasing market

Crude and manufactured fertilizers should find an increasing market in New Zealand as efforts are intensified to achieve a 3.5% annual increase in meat, dairy products, and wool production. The pastoral feeding of livestock will require improved and extended pastures.

This stepped-up program was adopted late last year, prior to the recent large increase in United States exports to New Zealand of these soil nutrients.

The demand for fertilizers is reported to be increasing by 17% annually, compared with an annual increase of 6 to 7% in previous years. Traditional sources are unable to satisfy the increased and anticipated demand.

The value of imported chemicals and products should continue to show marked increases, particularly manufactured fertilizers, sulphur, and potash.

Government encouragement in the form of tax incentives and the efforts to fulfill the goals of the Agricultural Development Conference should enable U.S. firms to further expand the export of agricultural machinery to New Zealand. Exports of these items totaled $8.2 million in 1964, a 12% increase over 1963.

The current exemption of certain agricultural machinery from import licensing, including tractors, cream separators, combine harvester-threshers, corn pickers, pick-up hay balers, and parts for agricultural implements, should result in significantly higher New Zealand imports.

WHERE THERE'S STEAM, there's power, at the Wairakei Geothermal Power Project in Auckland Province.

The demand for manufactured goods has increased greatly, spurred by the high export earnings of the past three years. The additional foreign exchange earnings have enabled manufacturing firms to install larger and better facilities and expand their production.

Production figures are not available for 1964-65, but the increase in the volume of factory production should easily exceed the previous year's 10% increase.

The greater intensity in manufacturing has been accompanied by an increase in imports of machinery. Of $138 million of machinery imported in 1964, the United States supplied $27 million, or nearly 20%. U.S. exports of machinery for special industries increased by $1.8 million, or 41% over 1963, and the outlook is for continued increases.

Office machinery also offers significant export potential for the United States. Exports to New Zealand were $1.7 million in 1964, a 107% increase over 1963.

In July 1967 New Zealand will convert to decimal currency, and commercial, banking, and accounting machinery will have to be replaced. Orders for this type of office machinery will be placed in the next 12 months. United States firms could—and should—be the major suppliers.

Licensing controls for textile fiber manufacturers have been largely relaxed by the exemption of woven textile piece goods except wool. Although competition is strong, U.S. firms should continue to gain ground in this category and exceed the $7 million worth exported to New Zealand in 1964.

If, as appears likely, New Zealand's exports continue to increase, the Government may further liberalize the import licensing system in the next licensing year (July 1966 to June 1967).

The preference for American merchandise demonstrated by the significantly increased imports from the United States in 1964 and the growing United States share of the New Zealand market should carry United States exports to a new record if American firms take full advantage of the opportunities offered.

Selected U.S. Exports to New Zealand, 1963–64

(Value in thousands of dollars)

	1963	1964	% Increase
Manufactured fertilizers	1,278	4,410	245
Sulphur	1,967	2,824	44
Textile fiber manufactures	6,040	7,031	16
Agricultural machinery	7,289	8,174	12
Machinery for special insdutry	4,442	6,262	41
Office machinery	800	1,658	107

Source: Bureau of the Census, U.S. Department of Commerce

Brazil to use U.S. engineering services, equipment, materials in large hydro-electric project

U.S. engineering services, power transmission lines, materials and equipment will be used to assist Brazil in building a multi-purpose hydro-electric project on the Parnaiba River.

The Companhia Hidro Eletrica da Boa Esperanca, (COHEBE) will maintain and operate the project and will purchase U.S.-made equipment and services valued at $7 million. Equipment produced in Brazil, much of which contains U.S.-made components, will also be used in the project.

The project will produce the first adequate power to the northern areas of Piaui and Maranhao, with a combined population of 3.7 million. It will enable industrial plants and home-owners to increase their consumption of electricity in an area whose development has been hindered by power shortages.

A rock-fill dam, under construction since August 1964, is almost four miles long, with a maximum height of 170 feet. A 176 million cubic foot reservoir will be used for power generation, water conservation and flood control.

First phase

The first phase of the project will be constructed in three years and will have an initial capacity of 108,000 kilowatts. The ultimate capacity will be 216,000 kilowatts.

The Agency for International Development will lend $8.9 million and Brazilian sources will provide the equivalent of $39.1 million to complete the project.

COHEBE will begin operations with a nucleus of experienced men from other Brazilian power plants, in addition to graduate trainees who will receive instruction under a $200,000 provision of the AID loan. The loan funds also will assist in financing dollar and local currency costs of the engineering services, power lines, and equipment and services.

Construction of the project is financed jointly by SUDENE, Brazil's development agency for the northeast; the Ministry of Mines and Energy; ELETROBRAS, the Federal power authority; and DNOCS, the Brazilian agency for controlling droughts.

COHEBE will pay the Brazilian Government the cruzeiro equivalent of dollars borrowed from AID within 25 years, including a 10-year grace period. The Government will then repay AID in dollars within 40 years, including a 10-year grace period.

Greek bank to help firms purchase U.S. equipment

The Hellenic Industrial Development Bank (ETBA) will assist Greek firms in financing purchases of U.S. equipment and services needed for plant modernization and expansion.

ETBA, established by the Greek Government in 1964 to assist in an overall economic development program directed particularly at expanding the country's industrial facilities, has signed a $10 million loan agreement with the Export-Import Bank.

Proceeds from this loan will be relent to the Greek firms. The loan guaranteed by the Kingdom of Greece, is repayable over seven years beginning in 1969.

U.S., India amend Food for Peace pact

The U.S. will provide India with an additional $29.2 million worth of wheat or wheat flour under an amended Title I, Public Law 480, agreement.

The wheat will be furnished as part of the Food for Peace program. Sales will be made by private U.S. traders and purchase authorizations will be announced as issued.

The amendment provides that 5% of the Indian rupees obtained as sales proceeds will be set aside for loans to the U.S. and Indian private business firms.

U.S. engineering company contracts for Dominican Republic's irrigation project

A U.S. engineering firm has contracted with the Dominican Institute of Hydraulic Resources to train Dominicans to maintain and operate 111 irrigation systems now serving about 250,000 acres.

For these and consulting services, the Dominican agency will pay the Ralph M. Parsons engineering firm, Los Angeles, $500,000 provided from a $1.5 million Agency for International Development loan made last year.

In addition to technical assistance, the loan will pay for U.S.-manufactured irrigation equipment and spare parts.

The project is expected to increase agricultural production by about $10 million annually, principally in rice. It continues earlier emergency rehabilitation efforts carried out under an Organization of American States grant during recent months.

The irrigation improvement project aims to create 700 to 1,000 jobs and increase agricultural production 20% annually.

The AID loan will be repaid in dollars over 40 years. The Government of the Dominican Republic will pay local currency costs including office and secretarial assistance as well as transportation expenses of the U.S. consultants.

European power reactor plant to get U.S. fuel

The Atomic Energy Commission has shipped enriched uranium fuel for use in the first fuel core of the European Atomic Energy Community's SENA power reactor plant, nearing completion in Chooz, France.

The shipment, a portion of the first core of the SENA plant, consists of 24 fuel elements and 12 control rod followers that assist in regulating the reactor. More shipments for the 266 electric megawatt pressurized water reactor will follow in the next few months.

Both the reactor and the fuel elements were manufactured by Westinghouse Electric Corporation.

The SENA project is the third large power reactor in Europe to be fueled by the U.S. and the second under the U.S.-Euratom joint program. Euratom is purchasing the fuel under a long-term supply contract with the AEC.

U.S. to establish safety traffic lanes in Gulf of Mexico

Coast and Geodetic Survey will show "fairways" on new charts

The U.S. is establishing safety "traffic lanes" to help guide vessels through the Gulf of Mexico.

The Department of Commerce's Coast and Geodetic Survey has announced that the traffic lanes will be shown on its nautical charts of the Gulf of Mexico. The lanes will be known officially as "shipping safety fairways."

These fairways will provide safe lanes for Gulf shipping through an area containing almost 2,000 oil well structures which now rise above water as deep as 300 feet and as far as 60 miles from shore.

In addition, there are approximately 3,500 more oil well structures in inshore waters, such as bays and estuaries, which pose no problem to ocean shipping.

No structures allowed

Thirty fairways will be shown on the charts. The lanes will generally be two miles wide and will extend from approximately one to 125 nautical miles from the Gulf Coast. In these areas, no oil drilling structures will be permitted by the Army Corps of Engineers which controls the erection of structures in navigable waters.

The shipping lanes will permit safer entries and exits at some 29 ports in Florida, Alabama, Mississippi, Louisiana and Texas. There have been about 50 ship collisions involving oil structures during the past two or three years.

The fairways will be shown on approximately 45 charts released over a three-year period. The first charts are scheduled for release in January 1966.

These charts will cover the Gulf Coast from Port St. Joe, Fla. to Galveston, Texas. The overall area covered by the 45 charts extends from Charlotte Harbor on the Florida Gulf Coast to Brazos Santiago on the Texas coast near the Mexican border.

Shipping will not be required to use the lanes but is expected to take advantage of the safer passageways now being made available.

APPLIANCES

Manufacturer of electric, fractional motors for use in all sorts of household or other appliances such as oil burners, pumps or household equipment seeks U.S. technical and financial assistance to increase production of its present line.

Write: S.A. Ateliers de Fabrications Electriques et Mecaniques, A.F.E.M., 1040 Chaussee de Gand, Berchem Ste Agathe, Brussels, Belgium. WTD.

BUILDING MATERIALS

Manufacturer of chemical specialties seeks license to produce products for the building trade.

Write: Gunnar Fransson, President, AB Tikamin, Hasseleholm, Sweden.

ELECTRONIC COMPONENTS

Licensee for three U.S. manufacturers of electronic components and equipment seeks U.S. licensing rights on electronic components.

Write: Europelec, rue Jean-Jaures, Les Clayes-sous-Bois (Seine et Oise), France.

Tehran Power Authority to buy U.S. generators

The Tehran Power Authority will purchase two 82.5 megawatt generators valued at $15 million from the General Electric Company.

Technical supervision for the installment and start-up of the new equipment will come from General Electric Technical Services Company on the basis of a turnkey contract.

General Electric also will supply the services of Sanderson and Porter, Inc., New York, to design and supervise construction of the new facilities at the Farahabad power plant in Tehran. The new generators are expected to be in service in 1967.

The export and installation of the generators will be financed through a $20 million Export-Import Bank loan to the Government of Iran. In addition to the generators, the loan will finance dollar costs of engineering services, installation and start-up, training of Iranian personnel and ocean freight and insurance for goods carried on ships of U.S. registry.

The loan is repayable over 18 years with no repayments of capital due until 1968.

Statistics released on textile imports

The Department of Commerce on behalf of the Interagency Textile Administrative Committee has made available detailed statistics on cotton textiles for September, the last month of the third year of the Geneva Long Term Arrangement Regarding International Trade in Cotton Textiles.

General imports of cotton textiles from all sources during September totaled 110.3 million square yards, compared to 89.3 million square yards in September 1964, and 81.6 million square yards in September 1963.

General imports for the third year of the Long-Term Arrangement totaled 1,233 million square yards compared with 1,035 million in the second year and 1,122 million during the first year.

In the third year, general imports increased 19% over the second year and almost 10% over the first year of the arrangement.

The five principal suppliers of cotton textiles to the U.S. over a period of several years have been Japan, Hong Kong, Portugal, India and China.

These suppliers, during the third year, accounted for almost 70% of total cotton textile imports, a small increase over their share of the import market in the first and second years. Imports from all of these countries, except Portugal, were higher in the third year than the preceeding one.

HYDRAULIC EQUIPMENT

An English firm which developed a line of industrial hydraulic equipment for use in the mining, mechanical handling and steel industries would like to extend this product range by manufacturing under license for U.S. manufacturers.

Write: P.S.E. Mettyear, Associated Industrial Consultants, Ltd., Marketing Division, Hadley House, 79 Uxbridge Rd., Ealing, London W.5, England.

MAYONNAISE

A manufacturer of vegetable oils, margarine, and soap seeks U.S. licensing rights for production of mayonnaise.

Write: Societe P. Dumortier Freres, 105 rue de Rotterdam, Tourcoing (Nord), France. WTD.

Ghana will issue new customs tariff

The Government of Ghana has announced it will issue a new Customs and Excise Tariff in early 1966 which will be based on the Brussels Tariff Nomenclature (BTN).

Ghana's adoption of the standardized BTN system will facilitate identification of commodities in the Tariff and provide greater certainty in assessment of import duties.

To overcome any problems of interpretation by importers or Government officials in converting from the present to the new system, the Government has offered to make a limited number of copies of the new Tariff available to importers prior to its legal introduction next year.

To further aid the transition, Ghanaian Customs officials will accept additional copies of the customs entry forms for each consignment with products classified according to BTN categories.

In its announcement, the Government emphasized that a successful trial period with the new BTN system is necessary if delays in the preparation and processing of documents are to be avoided when the final changeover takes place in 1966. It was further requested that all importers and clearing agents fully cooperate in this exercise.

The present Ghanaian regulations concerning tariff identification and documentation will remain legally in effect until the official adoption of the new Customs and Excise Tariff.

Basic customs law adopted by Finland

Finland has adopted a new basic customs law to bring its customs practices into conformity with the Brussels Convention on Customs Cooperation which Finland joined in 1961.

The practical effects are largely technical. In the case of ad valorem duties, the "dutiable value" is now defined as the "normal price" of the article (the price which would be paid if the article in question were sold on the open Finnish market).

In the past, the "dutiable value" was interpreted as the foreign invoiced value. This change is not expected to produce major differences in actual customs valuations.

In addition, the new law authorizes creation of tax-free shops in international airports in Finland. It also clarifies and expands rules for customs exemptions and reductions.

Colombia announces several amendments to Labor Code

Colombia has announced several amendments to its Labor Code covering a wide range of labor-management relations.

Executive decree 2351 contains 43 amendments on such areas as employment and union security, arbitration and strikes, and Government intervention in labor disputes.

Decree 2352 authorizes special night shifts without payment of the usual 35% night shift differential.

These amendments should be noted in Overseas Business Report 63-107, Establishing a Business in Colombia.

For further details on these decrees, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Legal par value for peso approved in Philippines

A new legal par value for the Philippine peso of ₱3.90 to US$1 proposed by the Government of the Philippines was approved by the International Monetary Fund and went into effect Nov. 8.

The Philippines now has a single rate for the peso, whereas previously 20% of the proceeds of major Philippine exports were surrendered to the Central Bank at a par value of ₱2 to US$1.

In January 1962, the Government devalued the peso from an official rate of ₱2 to US$1, and allowed it to stabilize at a free market rate. The peso soon levelled off at ₱3.90 to US$1, and this has continued to be the effective rate.

Rumania, Iran trade

Iran will sell Rumania $100 million in crude petroleum over a 10-year period.

In a recently concluded trade agreement, the crude oil will be exchanged for a variety of Rumanian products including oil field and oil refinery equipment, cement-making machinery, and caustic soda producing units.

Yugoslavia adopts new customs law, tariff

Yugoslavia has adopted a new customs law and tariff as one of its economic liberalization measures of the current economic reform and also in connection with its application for full membership in the General Agreement on Tariffs and Trade (GATT).

The new law will make increased quantities of imported raw materials and spare parts available to domestic industry and also will allow, through increased imports of equipment and other goods, foreign competition to stimulate domestic production.

The intention to make foreign exchange available for such imports has been announced.

The new law provides for flexibility to prevent disruption of the domestic market, to allow the import of certain goods on a quota basis, to provide tariff rebates on equipment to be incorporated in exported products, and to allow a preferential reduction for goods from developing countries.

Comparison of average rates under the old and new tariffs on some commodities follow (former rates in parentheses):

Raw materials, 5.11% (12.14%); basic material for processing industries, 9.26% (17.19%); tools and equipment, 20.39% (42.79%); and goods for personal consumption, 21.06% (43.96%).

German electrical industry sets new hi-fi standards

The German electrical equipment industry has established new high fidelity quality standards for microphones, amplifiers, loudpeakers, tuners, recorders, and reproduction equipment.

The new standards will reportedly become effective in March, 1966. At that time the industry will also introduce a new prestige label for domestic high fidelity equipment.

Since a considerable amount of U.S. high fidelity equipment is exported to Germany, the new quality standards may be of interest to U.S. manufacturers.

For details on the new standards (in German), **write:** Technical Norm Committee for Electronics (Fachnormenausschuss Elektrotechnik, FNE), Savigny Platz 9, Berlin 12, Germany, and request German Industry Norm (Deutsche Industrie Norm) 45500.

Mexican drug firm wants U.S. partner

A small, family-owned pharmaceutical firm in Mexico City which specializes in medicinal products for children would like to negotiate a joint venture arrangement with an experienced U.S. pharmaceutical manufacturer.

The U.S. firm would be asked to take over active management of the company.

It is reported that the firm's products have good standing in professional circles but the present chief executive of the firm is in poor health. To expand production and distribution, vigorous management through a joint venture is sought.

The firm reports that it underwent a reorganization in 1960 which resulted in some curtailment of its previous widespread distribution. Currently, apart from its main office in Mexico City, the firm has one agent covering the states of Veracruz and Puebla, one handling Jalisco and Michoacan, a third responsible for Oaxaca, Tabasco and Chiapas and the fourth covering Yucatan, Campeche and Quintana Roo. During the past four years the rest of the country has not been covered and former promotion of sales to Government agencies has not been resumed.

Company stockholders believe that firm and aggressive management by a U.S. firm through creation of a joint venture could expand distribution beyond its former level and offer a good opportunity for a U.S. pharmaceutical manufacturer to enter the Mexican market with a broader line to expand and complement pediatric products.

Write: Pediatria, S.A., Cuernavaca No. 134, Mexico D.F., Mexico. WTD.

El Salvador makes 11 feasibility studies

El Salvador's National Institute for Industrial Development has made feasibility studies of 11 industries considered ripe for investment which might interest U.S. investors in establishing manufacturing facilities in that country.

Capital and particularly technical know-how are sought from U.S. firms.

Industries involved include tuna canning, paper cups and cardboard, glazed tile, plastic tile, pork packing, paperboard from wastepaper, household sewing machines, composition wood board, yucca starch, composition board from bagasse and bagged premixed concrete.

U.S. firms interested in obtaining a feasibility study on one or more of these industries, **write:** Instituto Salvadoreno de Fomento Industrial (INSAFI) Av. Cuscatlan No. 317, San Salvador, El Salvador.

Venezuelans ask help from U.S. paper converting firm

A Venezuelan firm manufacturing cardboard tubes, metal-capped cardboard tubular containers, and cones and bobbins for the textile industry seeks technical assistance or some kind of association with an experienced U.S. paper converter.

The firm has completed construction of a plant about 60 miles from Caracas. It is equipped with U.S. machinery but technical advice and assistance to fully utilize the equipment is needed.

It is reported that the Venezuelan firm will consider any reasonable proposition to meet its needs. This may include services of an experienced production supervisor or collaboration with a U.S. firm in the industry, although in the latter case no capital investment would be asked of the U.S. company.

Write: Tubinca, C.A., 2A-Calle Ciudad Industrial, Avenida, Sucre, Catia, Caracas, Venezuela. WTD.

METAL COMPONENTS

A company manufacturing carpet machinery and equipment seeks licensing arrangement with U.S. manufacturers for a variety of metal components such as electro-mechanical devices involving metal pressings, sheet metal products, flat and spiral springs. Cross-licensing arrangement would also be considered, if desirable.

Write: Frederick Greenwood & Sons, Ltd., Trafalgar Works, Belfield, Rochdale, England. WTD.

DRUGS

A long-established firm, engaged in the manufacture and sale of pharmaceutical specialties, seeks license to produce U.S. drugs.

Write: Laboratorios Lafarquim, S.A., Carretera de Aragon 234, duplicado, Madrid, Spain.

European producers seek U.S. licensees

An English firm offers a license to produce an electric garden cultivator, a German firm is seeking licensees to produce its hollow ribbed bodies for concrete floor and roofs, and another German firm offers a complete line of water treatment equipment.

For additional information, write: Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

An English manufacturer of a garden cultivator which is an attachment for a standard ¼ inch electric drill seeks a U.S. licensee to produce and market its product. The cultivator attachment has a handle long enough to permit use while standing. The firm reports that it is extremely light and easy to handle and has a unique and quite revolutionary action.

A pair of spiral tines which rotate at approximately 200 revolutions per minute penetrate the soil up to six inches. The stirring and lifting action not only aerates and breaks up the soil into fine particles, but also brings weeds and other foreign matter to the surface. **File 1357.**

A German manufacturer offers licenses for the U.S. production of its hollow bodies of perforated sheet metal for reinforced concrete ribbed floors and roofs.

The system combines light weight and shallow depth with a two-way as well as one-way reinforcement. Its construction principle has been applied to spans of up to almost 90 feet with one-way reinforcement without pre-stressing. **File 1358.**

Another German firm offers U.S. manufacturers the opportunity to produce under license water treating equipment such as desalting plants and phosphate water treatment equipment.

The firm will also license the rest of its line which includes water sterilization, filtering, dechlorinization, and demineralizing equipment; water softeners; de-gasifiers, and de-acidifiers; swimming pool water conditioners; and industrial water treatment systems. **File 1359.**

Prequalification bids invited by Japan on expressway sections

Japan's Highway Public Corporation is inviting international prequalification bids for the construction of two more highway sections, "Q" and "R", of the Tokyo-Nagoya Expressway.

Contractors with experience in expressway construction, who are nationals of the member nations of the International Bank for Reconstruction and Development, are invited to submit their prequalification forms as applicants to bid.

"Q" project includes the expressway construction from Aza Hirahashi Higashiyamacho, Kasugai City to Aza Yakushido Jinryocho, Kasugai City, both in Aichi prefecture, a section of the Expressway between Toyokawa and Komaki.

The construction work on "R" project is from Aza Mizunogashira, Tadegawa, Ayasecho, Koza-gun to Aza Shimagaseki, Fukami, Yamato City, both in Kanagawa prefecture, and a section of the expressway between Toyko and Shizuoka.

Announcements on both "Q" and "R" projects containing outlines of the construction and instructions for interested bidders and sample copies of information forms for applicants' prequalification for bidding are available to interested firms located in the United States from the Building Materials & Construction Industries Division, BDSA, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3601.

Registration bids invited for two road construction jobs by Basutoland Ministry

Engineering contractors, whose parent companies are registered in countries which are members of the International Development Association, are invited to register to bid for two road construction projects.

Contractors may bid for either or both of the contracts which include the construction and bituminous surfacing of approximately 67 miles of main road from Masianokeng (8 miles south of Maseru), via Maseru, to Teyateyaneng and then to Leribe. The length from Masianokeng to Teyateyaneng will form one contract and the length from Teyateyaneng to Leribe will form another contract, each approximately 33 miles long.

The works include the construction of possibly 7 reinforced concrete bridges (4 of which would be on the first length and possibly 3 on the second length), culverts, all earthworks, stabilized and/or unstabilized.

Applications to register for the bidders' list must be submitted by Dec. 18 to The Chief Roads Engineer, Ministry of Works, Communications & Transport, P.O. Box 194, Maseru, Basutoland. Along with the application, detailed information about the firm on the following should be sent: Experience on similar work; capabilities in respect of personnel, equipment and plant; financial position (give Bank references); address to which contract documents may be sent.

Plans and documents for these projects are expected to be available the end of January 1966, at which time they will be mailed to firms on the register which have been approved.

Turkish firm seeks bids on microfilm printing and reading equipment

Spor-Toto Mudurlugu (Directorate of Soccer Bets), Ankara—a Turkish Government controlled private agency—is requesting bids on microfilm printing and reading equipment. No specific bid deadline has been set.

Specifications are: Microfilm reading equipment shall be capable of reading the films recorded by the microfilm camera equipment and printing copies of same. Equipment shall be capable of reading and copying both 16 mm and 35 mm microfilm records. The minimum size of the reading screen shall be 25 cm x 25 cm; the screen shall be so designed as to minimize eye fatigue in reading. The projection head shall be 360° revolving, to permit readings of all photographic records. Film motion shall be motor driven; film speed shall be adjustable, to allow speeding or slowing as needed. Equipment shall be fitted with exposure setting facilities for correct exposure adjustments of photographic prints.

Equipment is to be delivered complete with necessary photographic copy papers, developers, and so forth.

Bidders are free to quote, at their option, higher-speed equipment (500 frames per minute) under their own standard sales terms.

Bids should be addressed to Spor-Toto Mudurlugu, Ankara, Turkey.

$2.8 million NATO project in Turkey open to bidders with ICB certification

Turkey has issued a notification of call-for-bids for construction of nine steel reinforced, semi-buried, concrete full storage tanks with a total capacity of 75,000 cubic meters. The project also includes a pumping system, pipeline, a fire fighting system, wire mesh fencing, security lighting, and communication systems. Estimated cost of this project is $2,800,000.

The project is open to U.S. firms who are certified eligible to participate in NATO International Competitive Bidding (ICB).

Qualification documents must be submitted by Dec. 20 to the NATO Naval Infrastructure Bureau @ Paris Caddesi No. 52/7, Kavaklidere, Ankara.

A copy of the qualification documents is available to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

A new brochure, "Doing Business With NATO", which explains certification criteria and procedures is available on request from the Trade Opportunities Staff.

Ecuador seeks supply of materials and equipment for distribution system

The Instituto Ecuatoriano De Electrificacion is inviting bids for the supply of materials and equipment to be used in construction of a 13.8 kv distribution system for the northern and southern sectors of the Province of El Oro. Materials include copper and aluminum conductors and accessories, transformers, porcelain insulators and street lighting equipment.

Bids must be delivered to the Instituto Ecuatoriano De Electrificacion, Empresa Electrica "El Oro" S.A., Avenida 10 De Agosto 817, esquina de Riofrio, Quito, Ecuador, no later than Dec. 13.

Documentation should be in Spanish, if possible. Financing of projects is to be made from Exim Bank funds.

A set of documents and specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, is requesting bids for radio transceivers and various quantities of spare parts.

INQ/65/SIG/28 seeks sizeable quantities of AN/GRC-9 transceivers and assorted components and spare parts.

ING/65/SIG/12 calls for spare parts for radio transmitter No. 12 and receiver R-107.

Bid deadline is Dec. 28.

Copies of the bid specifications are available free from the Armed Forces Atache, Embassy of the Republic of Iraq, 3510 Garfield St. N.W., Washington, D.C.

Silo construction bids sought by Ivory Coast

The Ministry of Agriculture is inviting bids for furnishing, building the foundations and setting up two hermetic metallic silos in Bingerville, near Abidjan and Bouake', the Ivory Coast's second city about 180 miles to the north.

The silos are for storing corn under a carbon dioxide atmosphere, one of 600 cubic meters and the other 400 cubic meters in size. Financing for this project is included in the 1965 Ivoirian Government's Special Equipment Budget.

Bids should be submitted before noon Dec. 11 to the Direction des Amenagements, Ruraux, Boite Postale V-9, Abidjan.

Specifications in French may be obtained from Direction General du Development Agricole, Acting Director, M. Herve Bechat, Boite Postal V-9, Abidjan, Ivory Coast.

Costa Rica extends deadline on road construction bids

The Costa Rican Government has extended the bid deadline for interested firms to submit bids on the San Pablo-Canjel road construction project under tender No. 9947 from Nov. 4 to Nov. 30. (INTERNATIONAL COMMERCE, Oct. 25, p. 33).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-4331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

111 Anthracite

PAKISTAN—Anthracite, 10 tons. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

151 General building contractors

● **LIBYA**—New village construction on Libyan-Tunisian frontier (Ras Ajdyer). Tender No. 772 (indivisible), deadline Dec. 6. Terms and specifications obtainable for $28 fee (1 Libyan Pound = U.S. $2.80). Guarantee of $28,000 must accompany each bid submitted to Secretary, Central Tenders Board, Ministry of Finance, Shari Shatt, Tripoli.

162 Heavy construction, except highways, streets

● **COLOMBIA**—High voltage transmission line; design, estimate, supply of materials, transportation and construction of line at 115 kv. from Girardot to Ibague. Tender No. 215-50, deadline Jan. 20, 1966. All supplies and expenses to be paid by Inter-American Development Bank funds. One set of specifications and conditions in 4 books for review only in Building Materials & Construction Industries Division, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Specifications and conditions available for U.S. $75 for first copy, $37.50 for each additional copy, not refundable. Instituto de Aprovechamiento de Aguas y Fomento Electrico, Carrera 13, No. 27-00, Oficina 313, Bogota.

201 Meat products

FRANCE—Sausage casings (beef, hog, other types), all sizes, in natural condition; good quality; packed in small or large size casks. Melted animal tallow, in bulk. Direct purchase and agency. Boyauderie du Poitou (Etablissements Victor Bonneau) (processor, wholesaler), Route de Paris, 86-Poitiers, Vienne. WTD 11/5/65.

● **GREECE**—Frozen mutton, 400 m.t. Tender No. 253173/14109, bid deadline Nov. 29. Ministry of Commerce, State Purchases Directorate "A", 16 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-4794).

SPAIN—Meat products, canned and/or frozen. Direct purchase and agency. Defusa (importer, exporter, wholesaler), Avda. Menendez Pelayo 131, Madrid. WTD 11/3/65.

SWEDEN—Meats, all kinds, (canned or otherwise); direct purchase and agency. Firma R. Lokrantz (importer, exporter, wholesaler, sales agent), Tantogatan 45, Stockholm. WTD 10/26/65.

203 Canning, preserving foods

ALGERIA—All kinds of canned foodstuffs. Requests replies in French. Mr. Abdelkader Atek, Comptoir Algerien de Representation Generale (importer), 9 a 11 Rue El Mokrani Hadj Mohamed, Setif. WTD Nov. 1965.

SPAIN—Canned and cured sea foods; canned fruits, vegetables, preserves, jams, jellies; dried and dehydrated fruits, vegetables; packaged soup mixes; pickled fruits and vegetables;

vegetable sauces, seasonings, salad dressings. Direct purchase and agency. Defusa (importer, wholesaler, exporter), Avda. Menendez Pelayo 131, Madrid. WTD 11/3/65.

SWEDEN—Canned, preserved and fresh fruits, all kinds. Firma R. Lokrantz (importer, exporter, wholesaler, sales agent), Tantogatan 45, Stockholm. WTD 10/26/65.

209 Food preparations

SPAIN—Food preparations, specialties. Direct purchase and agency. Defusa (importer, exporter, wholesaler), Avda. Menendez Pelayo 131, Madrid. WTD 11/3/65.

221 Broad woven fabric mills, cotton

FRANCE—Printed cotton fabrics for making overalls, aprons, dresses. Direct purchase and agency. Ets. Chamussy, Grenot, Fouilland (manufacturer), 47 Rue Albert Thomas, 42 Roanne. WTD 11/3/65.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Printed synthetic fabrics for making overalls, aprons, dresses; printed silk fabrics for dresses. Direct purchase and agency. Ets. Chamussy, Grenot, Fouilland (manufacturer), 47 Rue Albert Thomas, 42 Roanne. WTD 11/3/65.

SWEDEN—Thin synthetic drapery fabrics, high and medium priced Dacron or similar material of perfect quality. Haggastrands Vaveri AB (manufacturer), Kinnahult. WTD 10/22/65.

223 Broad woven fabric mills, wool

FRANCE—Woolen fabrics for making dresses. Direct purchase and agency. Ets. Chamussy, Grenot, Fouilland (manufacturer), 47 Rue Albert Thomas, 42 Roanne. WTD 11/3/65.

229 Textile goods

SWEDEN—Textiles and accessories for laundry and dry cleaning industry such as laundry nets, press-covers, press pads, marking articles; direct purchase and agency. Wengelin & Kallman AB (importer, wholesaler, sales agent), Riddargatan 30, Stockholm. WTD 9/7/65.

230 Apparel

ALGERIA—All kinds of ready-made clothing for women, children, men, boys. Requests replies in French. Mr. Abdelkader Atek, Comptoir Algerien de Representation Generale (importer), 9 a 11 Rue El Mokrani Hadj Mohamed, Setif. WTD Nov. 1965.

GERMANY—Western-clothing, parkas, work clothing. Direct purchase or agency. Price quotations cif German seaport preferred. Otto J. Weyermann (importer, wholesaler), 9 Sielstrasse (P.O. Box 2233), 285 Bremerhaven. WTD 1/13/65.

251 Household furniture

CANADA—Children's furniture, wood, for homes and nurseries; household and kitchen furniture, wood or metal. Direct purchase or agency. P & W Sales Ltd. (manufacturers' agent), 550 Beatty St., Vancouver, B.C. WTD in preparation.

252 Office furniture

SOUTH AFRICA—Metal fittings for files and binders. Marvo Equipment Co. (Pty) Ltd. (manufacturer), P.O. Box 10002, Johannesburg. WTD 11/1/65.

261 Pulp mills, products

★★ **TAIWAN—Trade Mission**

Waste paper, 2,000 tons monthly for manufacture of paper pulp. Orient Trading Co., Ltd. (importer), 50 Nanking E. Rd., Section 1, Taipei. WTD 10/27/65. TM 159A.

264 Converted paper, paperboard products

SOUTH AFRICA—Paper, Manila; press boards; rigid boards for use in office equipment manufacturing industry for folders and files. Marvo Equipment Co. (Pty) Ltd. (manufacturer), P.O. Box 10002, Johannesburg. WTD 11/1/65.

273 Books

SOUTH AFRICA—Books, all types; direct purchase and agency. C. & R. Distributors (Pty) Ltd. (importer, retailer), P.O. Box 3338, Johannesburg. WTD 10/28/65.

SWEDEN—Scientific books, all kinds. Eckersteins Universitetsbokhandel AB (retailer), Box 7055, Goteborg 7. WTD 10/29/65.

Old rare books, old science books and maps. Thulins Antikvariat AB (importer, retailer, exporter), Humlegardsgatan 15, Stockholm. WTD 10/26/65.

274 Publishing

SOUTHERN RHODESIA—Sheet and album music. Gerbers (Pvt.) Ltd. (importer, dealer), P.O. Box 388, Bulawayo. WTD 10/26/65.

281 Industrial chemicals

PAKISTAN—Organic binder, one ton. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

★★ **TAIWAN—Trade Mission**

Wide variety of industrial chemicals. Union Enterprises Co., Ltd. (manufacturer, importer, exporter), 191 Kuang Chow St., Taipei. WTD 11/2/65. TM 222A.

● **TURKEY**—White mineral spirits, 20 metric tons in 50 kg. drums, max. Tender No. 1965/3078, bid deadline Nov. 30. Malzene Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-2067).

282 Synthetic materials

FRANCE—High quality synthetic fibers for the manufacture of fabrics for women's dresses and upholstery. Direct purchase and agency. Andre Franck (agent), 325 Cours Emile Zola, 69 Villeurbanne. WTD 11/2/65.

SWEDEN—Structural adhesives. Lars Foss Kemi, Lars Foss (wholesaler, agent), Kopenhamnsvagen 15E, Malmo V. WTD 11/1/65.

283 Drugs

BELGIUM—Pharmaceuticals of all kinds, including pharmaceutical specialties. Direct purchase and/or agency for Benelux countries, Congo, Near Eastern countries. Societe Belge de Therapeutique Experimentale S.A. (importer, exporter, manufacturer), 1 Rue du Progres, Nivelles. WTD in preparation.

★★ **TAIWAN—Trade Mission**

Products for enrichment of food, feed for cattle, such as vitamins. Great Wall Flour Mill Co., Ltd. (manufacturer), 13 Nantsu New Rd., Kaohsiung. WTD 8/30/65. TM 121.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

SWITZERLAND—Shoe cleaners, polishes; shoe and foot sanitation preparations. Himetco S.A. (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

287 Agricultural chemicals

★★ **THAILAND—Trade Mission**

Fertilizer, 45% urea, for vegetables; pesticides to kill insects and small butterflies. Uy-Huang-Ngee (importer), 871-872 Po Klang Rd., Korat. WTD 10/22/65. TM 15.

291 Petroleum refining

THAILAND—Lubricants, complete line. Direct purchase and sole agency for Thailand and Laos. Price quotations cif Bangkok. Winsel Co., Ltd. (importer, distributor), 177 Suriwongse Rd., Bangkok. WTD in preparation.

301 Tires, tubes

● **IRAQ**—Tires and inner tubes, 192.540 each, various sizes and types. Tender No. AITC 3/1965, bid deadline Dec. 14. African Iraqi Trading Co., P.O. Box 17, Baghdad.★ (Telephone: 202-WO 7-3381).

302 Rubber footwear

● **BURMA**—Men's rubber golf shoes, 216 pairs, sizes 4½ to 9. Tender No. 101/T/PG/65-66 (Boots & Shoes), bid deadline Nov. 30. People's Stores Corp., Personal Goods Division, 11/17, Bogale Bazaar St., Rangoon.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

● **IRAQ**—Black rubber soles, various sizes. Tender No. CONT/1965/PROD/2/7, bid deadline Dec. 28. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3381).

SWITZERLAND—Foot supports, shoe and boot soles. Himetco S.A. (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

307 Plastics products

DENMARK—Rolled plastic products of polyvinylchloride, such as transparent PVC foil, corrugated PVC foil, printed PVC foil for curtains, self-adhesive PVC foil, plastic tablecloth material, PVC foil for shades, plastic coated textiles. Austria-Plast (importer), 7 Gungevej, Copenhagen-Hvidovre. WTD 10/25/65.

FRANCE—Central-heating glass conduits, pipes, tubing, furnace ducts. Up-to-date central equipment and accessories, including insulating material, suitable for installation of central heating in France in residences, commercial buildings. Direct purchase and agency. Requests replies in French. Maison Roger David (sales agent, dealer), 43 Rue Grande-Horloge, 47-Agen, Lot-et-Garonne. WTD 10/28/65.

QATAR—PVC pipe 10", 20" and 30" in diameter for transporting water distances of up to 100 miles from inland sources to Doha; for use above ground; must be capable of withstanding torrid Persian Gulf climate. Send brochures and price lists to Office of Deputy Ruler, Government House, Doha, Qatar.

SOUTH AFRICA—Plastic products for use in file and binder production. Marvo Equipment Co. (Pty) Ltd. (manufacturer), P.O. Box 10002, Johannesburg. WTD 11/1/65.

SWITZERLAND—Boot and shoe soles and heels. Himetco S.A. (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

311 Leather tanning, finishing

SWITZERLAND—Reptile hides and skins. Himetco S.A. (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

313 Boot, shoe cut stock, findings

SWITZERLAND—Soles and heels, inner soles, shoe linings, other boot and shoe cut stock and findings. Himetco S.A. (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

314 Footwear

SWITZERLAND—Novelties for shoes and boots. Himetco S.A. (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

322 Glass, glassware

SOUTH AFRICA—Glassware, all types; direct purchase and agency. Diamond House (Pty) Ltd. (importer, retailer), P.O. Box 1035, Pretoria, Transvaal. WTD 10/28/65.

SPAIN—Ashtrays; only novelties desired. Direct purchase and agency. Tabacigar (importer, wholesaler, retailer, agent), Fuente del Berro 14, Madrid (9). WTD 11/3/65.

★★ TAIWAN—Trade Mission

Dinnerware, drinkware. Union Enterprises Co., Ltd. (manufacturer, importer, exporter), 191 Kuang Chow St., Taipei. WTD 11/2/65. TM 222.

329 Abrasive, asbestos, nonmetallic mineral products

PHILIPPINES—Bricks: 70% alumina, 9″ x 9″ x 4″ for 11-ft. diameter rotary kiln; magnesite, 9″ x 6″ x 3½″-3$\frac{3}{16}$″ for 11-ft. dia. rotary kiln; 70% alumina, 9″ x 6″ x 4″ for 10′ x 11′ dia. rotary kiln; and 40% alumina, 9″ x 6″ x 4″ for 10-ft. dia. rotary kiln, all including necessary mortars. Direct purchase and agency. Mr. C. Reyes Bayot, President, Allied Manufacturing & Trading Co., Inc. (importer, wholesaler, retailer), 2020 Shaw Blvd., Pasig, Rizal; Box 3461, Manila. WTD 3/14/64.

331 Steel mill products

GERMANY—Ferrochromium; ferromolybdenum; ferromanganese; ferrophosphorus in lump form or fines; direct purchase and/or agency. Requests quotations cif Rotterdam. Hugo Wachenfeld (manufacturer, importer, exporter, wholesaler, sales agent), 78a Schanzenstrasse, 4 Duesseldorf-Oberkassel. WTD 11/2/65.

● **UAR**—Seamless stainless steel pipe and fittings, type 316. Pieces required: 273, size range 20 to 102 mm. O.D. x 1.25 to 2.00 mm. wall thickness. Bid deadline Dec. 25. The Egyptian Starch & Glucose Manufacturing Co., 26 Tallat Harb St., Cairo. Copy of tender documents may be examined in Rm. 4222. Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

332 Iron, steel foundries

● **IRAQ**—Cast iron bases, sole plates and caps for overhead line construction. Tender No. 65/7, bid deadline Dec. 4. Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad. Copy of tender documents may be examined in Rm. 4222, Iron & Steel Division, BDSA, Department of Commerce, Washington, D.C.

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—Supply of 4,840,000 yd. twin flat cable, 2,690,000 yd. flexible wire twin twisted, 191,000 yd. flexible cord, various sizes and quantities. Tender No. 5/EL(T)65-66, bid deadline Dec. 13. Divisional Manager, Electrical Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2131).

FRANCE—Beryllium-bronze tubing, normal length, 50-100 kg: external diameter 6 mm. internal dia. 5 mm; external dia. 10 mm, internal dia. 8 mm. Minitubes (manufacturer) 7 Avenue du Grand Chatelet, 38 Grenoble. WTD 10/13/65.

● **INDIA**—Supply of PVC switchboard cables, various sizes and quantities. Tender No. PES: 71967/SPC, bid deadline Jan. 10, 1966. Tender documents available for $2.10, non-refundable, from Purchase Officer, Indian Telephone Industries Ltd., Dooravani Nagar, Bangalore 16.

● **IRAQ**—Supply of dry core telephone cables; polyethylene insulated and polyethylene jacketed armored telephone cables; PVC insulated and PVC sheathed switchboard cables; PBC insulated jumper wires; assorted materials. Tender No. 65/9, bid deadline Jan. 1, 1966. Tender forms obtainable for $28 plus $7 airmail charges from Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad.

341 Metal cans

FINLAND—Aerosol valves and special containers for detergents, cosmetics, insecticides. Requests descriptive literature, price lists, terms. Farmos Oy (manufacturer, exporter, importer), Turku 17. WTD 11/23/64.

343 Heating apparatus, plumbing fixtures

DENMARK—Oil-fired, hot-air room heaters and equipment. A/S Danterm (importer), Jegstrupvej, Skive. WTD 9/30/65.

FRANCE—Gas and oil-burners, portable; electric heating units; modern types for domestic and commercial uses. Direct purchase and agency; requests replies in French. Maison Roger David (sales agent, retailer), 43 Rue Grande-Horloge, 47 Agen, Lot-et-Garonne. WTD 10/28/65.

349 Fabricated metal products

GERMANY—Plastic and metal plugs. Requests price quotations cif Hamburg or Bremen. Moll & Neef, Werkzeug-Maschinen-Geraete GmbH., 32 Forststrasse, 565 Solingen-Ohligs. WTD 10/29/65.

351 Engines, turbines

PAKISTAN—Six gas turbine generator units. Specifications available on loan basis from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Albario Trading Corp., Civil & Military Gazette Bldg., P.O. Box 114, 48, The Mall, Lahore, West. WTD 10/19/65.

★★ TAIWAN—Trade Mission

Outboard motor and marine engines. Kuo Sen Enterprise Co., Ltd. (manufacturer, exporter), 9-2 Kaifeng St., Section 2, Taipei. WTD 8/24/65. TM 36A.

TURKEY—Gasoline engines up to 10 hp.; diesel engines. Direct purchase or agency. Veysel ve Sait Akbasoglu Kardesler Adi Kom. Sti. (importer, manufacturer), 52 Necatibey Caddesi, Karakoy, Istanbul. WTD 7/20/65.

353 Construction, mining, materials handling machinery

FINLAND—Mining machinery, equipment, tools, related items, especially new products not currently available in Scandinavia. Requests full details, prices, terms. Direct purchase or agency. Oy Julius Tallberg Ab (importer, wholesaler, agent), Aleksanterinkatu 21, Helsinki. WTD 10/14/65.

● **GREECE**—Supply, assembly, start-up of 18 electric, rail mounted cranes, capacity of 3, 6, and 15 tons; 2 ore handling buckets. Tender No. F. 125; bid deadline Dec. 23. Free Zone Port of Thessaloniki, Technical Services Dept., Mechanological Section, Free Port of Thessaloniki, Thessaloniki.★ (Telephone: 202-WO 7-5589).

● Supply, assembly, delivery of two 15-ton, electrically operated gantry cranes for use in ship-repairing at Perama, near Piraeus. Bid deadline not established. Piraeus Port Authority (OLP), Technical Services, Equipment Management, Mechanical Engineering Section, Akti Miaouli & II Merarchias St., Piraeus.★ (Telephone: 202-WO 7-5589).

● Variety of drilling tools and accessories, estimated value $67,000. Tender No. 451, bid deadline Dec. 11. Ministry of Agriculture, Land Reclamation Service, Directorate V, Procurement Section, 60 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-5566).

● **IRAQ**—One mobile carrier mounted crane, 10-15 ton capacity, 60-ft. boom, 6-cylinder diesel engine operating crane and separate diesel engine in carrier. Tender No. 28/65, bid deadline Dec. 4. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-5566).

● One mobile carrier mounted crane, 45-ton capacity, 40-ft. boom. Diesel engine of not less than 170 hp. in crane and separate 125-hp. diesel in carrier. Tender No. 31/65, bid deadline Dec. 19. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-5566).

PAKISTAN—Five-ton double girder crane; screenarator mix-muller, size 1½″; core sand mixer. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

● **TAIWAN**—Supply of two 4,000-lb. capacity fork lift trucks. Tender No. GF4C-21330(L)-1, bid deadline Dec. 7. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-5589).

ZAMBIA—Construction machinery and equipment: bulldozers; dredging machinery; pavers; power shovels. Mechanical Sales (importer), P.O. Box Skyways 4, Ndola. WTD 10/5/65.

354 Metalworking machinery

FINLAND—Machine tools; especially interested in new products not currently available in Scandinavia. Requests full details, prices, terms. Direct purchase or agency. Oy Julius Tallberg Ab (importer, wholesaler, agent), Aleksanterinkatu 21, Helsinki. WTD 10/14/65.

MEXICO—Tube mill machinery; machine shop equipment: aluminum die-casting machinery. Acer-Mex. S.A. (importer, manufacturer), Avenida Uno No. 4, Naucalpan de Juarez, Edo. de Mexico. WTD 9/30/65.

PAKISTAN—High speed grinding machine, swing frame grinder, 2 straight grinders with 6″ dia. 1″ grinding wheel; chipping hammer,

size 0, with round shank flat chisel 8" long; chipping hammer, size 0, with round shank diamond type chisel 8" long; superior chipping hammer, size 1, with round shank round nose type chisel 8" long; superior chipping hammer, size 2, with round shank fuller type chisel 8" long. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

One airless rotary barrel and two-way table machine. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

Sand rammer junior with feed unit. Steel Castings Ltd. (manufacturers), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

355 Special industry machinery

CEYLON—Machinery for manufacturing vacuum bottles. Machinery for manufacturing flashlight battery cases. Machinery for manufacturing sterile normal saline intravenous injections and sterile dextrose intravenous injections. Mackwoods Ltd. (importer), Import Dept., P.O. Box 91, Colombo. WTD 8/14/64.

Design and construction of salt harvesting, washing and refining machinery. Mr. J. J. G. Amirthanayagam, Chairman, National Salt Corp. (State corporation), 110 General's Lake Rd., Colombo 2.

CHILE—Asbestos-cement, roofing plates and tube making machinery. Somarco Ltda. (shipping agent), Av. Bulnes 146, Depto. 31, Santiago. WTD 10/19/65.

FRANCE—Hamburger automatic machines for commercial use, up-to-date equipment designed to shape, form, and serve rapidly prepared food products. Also meat patty and frankfurters-molding and serving automatic machines for commercial uses. Catalogues and price lists requested. Agency and/or distributorship and direct purchase. S. Legrand & Fils (contractor), c/o Mr. Claude T. Roche, Avenue Gaston-Lacoste, 64-Pau, Basses-Pyrenees. WTD 11/3/65.

Roofing-tile machinery, equipment, accessories designed for the fabrication of cement roofing tiles similar in types and sizes to standard clay tiles in current use in France. Requests descriptive literature and illustrated documentation with price list covering equipment for complete installation of modern plant; replies in French. Roger Kurtz (industrialist, technical consultant), Chemin de Larreguy, 64-Biarritz, Basses-Pyrenees. WTD in preparation.

● **IRAQ**—Design, supply, installation and start up of a poultry feed plant, 40,000 m.t. of poultry feed per year. Tender No. 2, bid deadline Dec. 15. Specifications available for $28 from General Poultry Co., Economic Establishment Commercial Bank Bldg., (7th Floor), Bank St., Baghdad.★ (Telephone: 202-WO 7-5589).

JAPAN—Ultrasonic cleaning equipment; electronic flocking machinery; an industrial dip-type paint plant. Requests catalogs and prices. Nippon Grid K. K. (manufacturer), 73, 1-chome, Nodate-cho, Atsuta-ku, Nagoya. WTD in preparation.

MEXICO—Machinery, tools, equipment for plastic industry. Acer-Mex., S.A. (importer, manufacturer), Avenida Uno No. 4, Naucalpan de Juarez, Edo. de Mexico. WTD 8/30/65.

PAKISTAN—Geared ladles, bottom pouring, 10 and 15 cwt., one each; ladle drying unit. Molding machines, jolt squeeze, pin-left; molding boxes; 2 each. Steel Castings Ltd. (manufacturer), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

PERU—Complete plant to manufacture surgical gauze. Hugo E. Gatjens S. (importer, retailer), P.O. Box 633, Lima. WTD 1/5/65.

Machinery to manufacture plastic blister packs for use in packaging small products for visible display on store racks. Direct purchase and agency. Hugo E. Gatjens S. (importer, retailer, wholesaler), P.O. Box 633, Lima. WTD 1/5/65.

★★ TAIWAN—Trade Mission

Woodworking machinery, resins for building boats. Kuo Sen Enterprise Co., Ltd. (manufacturer, exporter), 9-2 Kaifeng St., Section 2, Taipei. WTD 8/24/65. TM 36.

THAILAND—Complete plant to produce small aluminum buildings or to import prefabricated aluminum buildings for local assembly. Firm wants price quotation cif Bangkok with literature. Lampangchai Co., Ltd. (wholesaler, commission agent), 1/1 Chakrapaddipongse Rd., Bangkok.

ZAMBIA—Woodworking machinery. Mechanical Sales (importers), P.O. Box Skyways 4, Ndola. WTD 10/5/65.

356 General industrial machinery

★★ TAIWAN—Trade Mission

Precision needle roller bearings. Hwei Chung Trading Co., Ltd. (importer, exporter), 229 Ming Chuan West Rd., Taipei. WTD 10/19/65. TM 31.

357 Office, computing, accounting machines

ETHIOPIA—Computing and accounting machines for office use. Requests descriptive literature, price lists, terms. Mac Stationery (retailer, importer, sales agent), P.O. Box 1570, Addis Ababa. WTD 8/24/65.

358 Service industry machines

CANADA—Coin operated vending machine for ice blocks and cubes of ice in bags; large flake or chip ice-making machines suitable for fish plant operations, capable of making 3 to 5 tons or more of ice per day, water or air-cooled, preferably self contained, to operate on 220 v. single or three phase 60 cycle power; unit must contain compressor, condenser, evaporator as self-contained units, and require only bins; fresh water supply and power source to be completely operational; refrigeration equipment for small craft, yacht, commercial fishing boat, to operate on voltages of 110 dc, 32 dc and 12 dc; desires self-contained units in refrigerators and freezers or combination. Direct purchase and agency. WTD in preparation. Norman Dick Ltd., Heating & Refrigeration Sales & Service, (P.O. Box 456), 472 Water St., St. John's, Newfoundland.

FRANCE—Food preparing machines, cooking and food warming equipment, cooling and refrigeration systems, commercial ranges, broilers, hot plates, dispensers, other up-to-date food service equipment for hotels, restaurants, institutions, schools, all types and categories (automatic and hand-operated) suitable for use in France. Direct purchase and agency. Catalogs and price lists requested. Etablissements H. Torte & Cie. (Le Materiel Hotelier) (dealer), 29 Rue Charles-Floquet, 64 Bayonne, Basses-Pyrenees. WTD 10/25/65.

● **KUWAIT**—Supply and installation of central air conditioning. Tender Nos. MEW/22/2/91-65/66, and MEW/22/2/77-65-66, bid deadline Dec. 25. Ministry of Electricity & Water. Specifications available from Central Tenders Board, State of Kuwait, for $28.

★★ TAIWAN—Trade Mission

Refrigerator compressors and parts. Orient Trading Co. Ltd. (importer), 50 Nanking E. Rd., Section 1, Taipei. WTD 10-27-65. TM 159.

Dry freeze machines for plants, tobacco conditioning equipment. Union Enterprises Co., Ltd. (manufacturer, importer, exporter), 191 Kuang Chow St., Taipei. WTD 11/2/65.

TURKEY—Refrigeration machinery. Direct purchase or agency. Veysel ve Sait Akbasoglu Kardesler Adi Kom. Sti. (importer, manufacturer), 52 Necatibey Caddesi, Karakoy, Istanbul. WTD 7/20/65.

361 Electrical transmission, distribution equipment

● **GREECE**—Supply of 7,420 three-phase watthour meters of various strength and specifications; 250 three-phase reactive energy meters; 3,000 rolls recording charts. Tender No. PAP/2224, bid deadline Jan. 28. Estimated value: $346,000. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Supply of indoor and outdoor 132 kv switchgear for Coromandel Fertilizer substation. Tender No. CEBT No. 107/65, bid deadline Dec. 29. Chief Engineer, Electricity Board Khairatabad, Hyderabad-4. Tender fee $5.50 payable in advance, not refundable.

● Supply of 300 100-amp., 11 kv dropout switch fuses; 900 spare fuse tubes and 1,748 miscellaneous fuse elements with amperage ratings ranging from 2 amps. to 75 amps. Tender No. 961/BPO/E-761/PR/54583, bid deadline Dec. 22. Chief Purchase Officer, Beas Purchase Organization, Talwara Township. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008 (Reference No. D/ENQ/1903).★ (Telephone: 202-WO 7-4241).

PAKISTAN—Transformers, electric power; switchgear of 6.6 kv and 132 kv for gas driven turbines. Specifications available on loan basis from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Albario Trading Corp. (importing distributor), Civil & Military Gazette Bldg., 48 The Mall, Lahore, West. WTD 10/19/65.

● **THAILAND**—Supply of two 15,000/20,000 kva, 67,000-12000 y/6,950 v. three-phase, 50-cycle power transformers. Tender No. MEA-PSD-015, bid deadline Nov. 30. The Metropolitan Electricity Authority, Chakrapetch Rd., Bangkok.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

GERMANY—Electric percussion drilling machines; brick wall slot cutting machines; electric hammer; percussion drills, hollow drills and switch box drills. Requests price quotations cif Hamberg or Bremen. Moll & Neef, Werkzeug-Maschinen-Geraete GmbH., 32 Forststrasse, 565 Solingen-Ohligs. WTD 10/29/65.

SWITZERLAND—Miniature and subminiature motors running on batteries. Himetco SA (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

TURKEY—Electric generating sets. Direct purchase or agency. Veysel ve Sait Akbasoglu Kardesler Adi Kom. Sti. (importer, manufacturer), 52 Necatibey Caddesi, Karakoy, Istanbul. WTD 7/20/65.

363 Household appliances

FRANCE—Electric massage machines for

household use. Direct purchase and agency. Requests replies in French. P. Simon (agent), 7 Rue Sebastien Gryphe, Lyon (7). WTD 10/21/65.

364 Electric lighting, wiring equipment

PAKISTAN—13,450 lattice steel poles. Specifications available on loan basis from Trade Opportunities Staff. BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Albario Trading Corp. (importing distributor), Civil & Military Gazette Bldg., P.O. Box 114, 48 The Mall, Lahore, West. WTD 10/19/65.

366 Communication equipment

● **GREECE**—Supply of private automatic branch telephone exchanges and associated equipment. Tender No. 6390. Bid deadline not determined. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **IRAQ**—Supply of 10 mobile 900-line telephone exchanges. Tender No. 65/8, bid deadline Dec. 26. Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

ENGLAND—Ultrasonic transducers of various types. Electronic Laboratories (Hendon) Ltd. (manufacturer), Spalding Hall, Victoria Rd., London, N.W.4. WTD 10/29/65.

369 Electrical machinery, equipment, supplies

CANADA—Christmas tree lighting outfits, colored bulbs, electric light cords for Christmas trees. Direct purchase and/or agency. P & W Sales Ltd. (manufacturers' agent), 550 Beatty St., Vancouver, B.C. WTD in preparation.

FRANCE—Electrical apparatus for medical massage. Direct purchase and agency. Requests replies in French. P. Simon (agent), 7 Rue Sebastien Gryphe, Lyon (7). WTD 10/21/65.

● **VIET-NAM**—Supply of one mobile X-ray unit with all related equipment and accessories. Tender No. 1985-26105, bid deadline Dec. 1. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicle equipment

MEXICO—Automotive parts and automatic repair shop machinery. Refaccionaria Mercurio, S.A. (importer, wholesaler, retailer), Guaymas No. 33, Esq. Puebla, Mexico, D.F. WTD 8/5/65.

374 Railroad equipment

ZAMBIA—Electric locomotives, 2-9 ton; parts for same. Mechanical Sales (importer), P.O. Box Skways 4, Ndola. WTD 10/5/65.

379 Transportation equipment

NETHERLANDS—House trailers not exceeding 15' length, related products, especially tire foot-pumps. Direct purchase and/or exclusive agency. Send catalogs, quote price cif Rotterdam. All purchases for own account. Will pay cash. Caravan en Sportboat Import "E.K.S." (importer, wholesaler, agent), 3-5 Oranjestraat, Sliedrecht. WTD 3/1/65.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Foundry sand testing laboratory equipment; chemical analysis laboratory equipment. Steel Castings Ltd. (manufacturers), Grand Trunk Rd., Gujranwala, West. WTD 10/4/65.

SWEDEN—All kinds of teaching aids and equipment. H. Rogin Agenturer AB (importer, wholesaler, sales agent), Norrmalmstorg 1, Stockholm C. WTD 10/26/65.

384 Surgical, medical, dental instruments, safety devices

BRAZIL—Medical and surgical instruments and apparatus, especially latex or rubber probes, catheters, urethro-probes, and tents. Exclusive representation for all Brazil. Gutimpex Importadora Exportadora Ltda., Rua da Assembleia 11, 4° andar, salas 402/403, Rio de Janeiro ZC-21, Estado da Guanabara. Caixa Postal 4938 ZC-21, Rio de Janeiro. WTD 11/4/65.

IRAN—Reference directories and catalogs on all types of dental supplies required for 400 students, 60 dental nurses, 50 technicians. National University of Iran (Daneshgahe Melli Iran), Faculty of Dentistry, Evin.

● **IRAQ**—Supply of fire fighting apparel including 4 complete aluminum fire rescue suits, 24 aluminum covered helmets, 24 pairs of long gloves, 24 pairs of standard rubber fire fighting boots. Tender No. 36/65, bid deadline Jan. 2, 1966. Tender conditions require either a cash deposit or an Iraqi bank guarantee. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

SWITZERLAND—Orthopedic arch supports; other foot and shoe appliances. Himetco SA (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

386 Photographic equipment

● **IRAQ**—Supply of photographic and optical equipment including, but not limited to: photomicroscope; research and stereoscopic microscopes; microfilm recorder, copier, readers, enlarger; projectors including 8 mm movie, 16 mm sound, 35 mm sound movie; screens; cameras including 35 mm, 35 mm single lens reflex, 35 mm range finder, 16 mm movie, 6 x 6 reflex, also press, identification, studio, polaroid land cameras; flood and spot lights; darkroom equipment; photo finishing. No bid deadline. Equipment required for audio visual aid center at University. Bidders may bid on one or more items. University of Baghdad, Office of Vice President, Mosul.★ (Telephone: 202-WO 7-2993).

391 Jewelry

SOUTH AFRICA—Jewelry, with semi-precious and precious stones; direct purchase and agency. Diamond House (Pty) Ltd. (importer, retailer), P.O. Box 1035, Pretoria, Transvaal. WTD 10/28/65.

393 Musical instruments, parts

SOUTHERN RHODESIA—Musical instruments and accessories, musical novelties, band equipment amplification. Gerbers (Pvt.) Ltd. (importers, dealers), P.O. Box 388, Bulawayo. WTD 10/26/65.

394 Toys, amusement, sporting goods

SWEDEN—All kinds of articles for camping and outdoors as well as leisure time articles; direct purchase and agency. H. Rogin Agenturer AB (importer, wholesaler, sales agent), Norrmalmstorg 1, Stockholm C. WTD 10/26/65.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Costume jewelry; ornaments, china and bronze; cufflinks; direct purchase and agency. Diamond House (Pty) Ltd. (importer, retailer), P.O. Box 1035, Pretoria, Transvaal. WTD 10/28/65.

399 Manufacturing industries

PERU—Component parts for beach and garden umbrellas, excluding the covering, tubing and ribs, via air freight from Miami area. Standard Sales & Service S.A. (importer, retailer, wholesaler, manufacturer, agent), P.O. Box 2443, Lima. WTD 1/30/64.

SPAIN—Smokers' supplies, especially novelty items. Direct purchase and agency. Tabacigar (importer, wholesaler, retailer, agent), Fuente del Berro 14, Madrid (9). WTD 11/3/65.

SWITZERLAND—Raw and prepared furs, all kinds. Himetco S.A. (importer, wholesaler), 6 Rue de la Rotisserie, 1200 Geneva. WTD in preparation.

505 Farm products—raw materials

MEXICO—Oil seeds such as linseed and soybeans. Aceitera El Fenix, S.A. (manufacturer, wholesaler, retailer, importer), Antigua Carretera a Pachuca No. 1020, Mexico, D.F. WTD 8/3/65.

781 Motion picture production, distribution

SOUTH AFRICA—16 mm. feature motion picture films. Pan African Film Services (1960) (Pty.) Ltd. (importing distributor), P.O. Box 3243, Cape Town. WTD 10/28/65.

Leads for Importers

Commodities are offered direct unless specified.

201 Meat products

FRANCE—Sausage casings of good quality, packed in small or large size casks, such as sheep casings, raw or in different sizes (20 to 100 yards); beef and hog casings (gros, menus, originaux, calibres). Rennet stomach or bag (veal), dried. Melted industrial tallow. Wholesale exportation direct or through agents. Boyauderie du Poitou (Etablissements Victor Bonneau) (processors, wholesalers, exporters), Route de Paris, 86 Poitiers, Vienne. WTD 11/5/65.

203 Canning, preserving foods

SPAIN—Canned fish, shrimps, oysters, clams, crabs; smoked, salted, dried fish; canned fruits, vegetables; preserves, jams, jellies. Defusa (importer, exporter, wholesaler), Avda. Menendez Pelayo 131, Madrid. WTD 11/3/65.

207 Confectionery

SPAIN—Confectionery, sweets, Spanish nou-

gats, chocolates. Desires to appoint exclusive agent. Defusa (importer, exporter, wholesaler), Avda. Menendez Pelayo 131, Madrid. WTD 11/3/65.

273 Books

SWEDEN—Old rare books, old science books, maps. Thulins Antikvariat AB (importer, retailer, exporter), Humlegardsgatan 15, Stockholm. WTD 10/26/65.

328 Cut stone products

BRAZIL—Black and green granite in blocks; direct sale or through well-established agents. Gutimpex Importadora Exportadora Ltda. (quarry operator, exporter), Caixa Postal 4938 ZC-21, Rua da Assembleia 11, 4° andar, salas 402/403, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 11/4/65.

329 Abrasive, asbestos, nonmetallic mineral products

BRAZIL—Agate articles for home decoration; direct sale or through well-established agents. Gutimpex Importadora Exportadora Ltda. (wholesaler), Caixa Postal 4938 ZC-21, Rua da Assembleia 11, 4° andar, salas 402/403, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 11/4/65.

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Agate mortars and pestles for chemists' shops and for laboratory use; direct sale or through well-established agents. Gutimpex Importadora Exportadora Ltda. (wholesaler), Caixa Postal 4938 ZC-21, Rua da Assembleia 11, 4° andar, salas 402/403, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 11/4/65.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated November.

Confectionery—Importers, Dealers and Manufacturers—Bolivia.
Dental Supply Houses—Argentina.
Electronic Equipments, Electron Tubes and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Brazil.
Feedstuffs—Importers, Dealers and Manufacturers—Bolivia.
Fertilizers—Importers, Dealers, Manufacturers and Exporters—Belgium.
Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Ceylon.
Instruments, Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Trinidad and Tobago.
Metallurgical and Metal Working Plants—Philippines.
Provisions—Importers and Dealers—Hong Kong.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Parachutes for all uses; e.g., but not limited to, emergency, military, cargo, drogue and sport type chutes. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

249 Wood products

VENEZUELA—Kitchen woodware in general. Sales agency for all Venezuela; requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

281 Industrial chemicals

AUSTRALIA—Solvents, preservatives, anticorrosion preparations and allied chemical products for aircraft use. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

BRAZIL—Industrial chemicals in general; agent desires exclusive representation for all Brazil. Price quotations Rio de Janeiro. Stanley Rygler, Avenida Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

CEYLON—Dyes for paper of all types and for textiles. K. Kanagasabai (importer), P.O. Box 614, Colombo. WTD 3/16/65.

283 Drugs

BRAZIL—Medicinal chemicals in general; agent desires exclusive representation for all Brazil. Price quotations Rio de Janeiro. Stanley Rygler, Avenida Presidente Vargas 446, 14° andar, sala 1401, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 6/23/65.

MEXICO—Bulk vitamins, antibiotics, pharmaceutical chemicals, for sale to laboratories. Comercial Reka, S.A. (manufacturer, importer, exporter, sales agent), Van Dyck No. 42, Mexico, D.F. WTD 8/2/65.

Pharmaceutical chemicals and biologicals. Laboratorios Vibus, S.A. (manufacturer, importer), Dr. E. Gonzalez Martinez No. 146, Mexico, D.F. WTD 5/7/65.

Fine chemicals, exclusively, for pharmaceutical formulations. Sica, S.A. (importer, commission agent), Malaga Sur No. 6, Mexico, D.F. WTD 3/11/65.

284 Cleaning preparations

AUSTRALIA—Cleaning compounds for aircraft use. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

285 Paints, varnishes, lacquers, enamels

AUSTRALIA—Paints and finishes for aircraft use. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

289 Chemical products

AUSTRALIA—Preparations to treat and clean plastic windows and windshields on aircraft, including compounds to clear water from weather surfaces. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

MEXICO—Chemical reagents. Tecnica y Productos Industriales, S.A. (retailer, sales agent), Isla San Francisco No. 90, Prado Vallejo, Mexico, D.F. WTD 6/20/65.

322 Glass, glassware

MEXICO—Glassware for laboratories. Tecnica y Productos Industriales, S.A. (retailer, sales agent), Isla San Francisco No. 90, Prado Vallejo, Mexico, D.F. WTD 6/20/65.

326 Pottery, related products

VENEZUELA—Kitchen articles for preparing, serving or storing food or drink. Sales agency for all Venezuela, requests replies in Spanish. M. Alevy (sales agent), Aptdo. 2123, Caracas. WTD 10/26/65.

335 Rolling, drawing, extruding of nonferrous metals

AUSTRALIA—Titanium honeycomb hobe for use in producing structural sections of supersonic aircraft. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

342 Cutlery, hand tools, general hardware

BELGIUM—Forestry tools; tools for use with woodworking machinery. Agency for Benelux. Mr. Albert Noblesse (importer, agent), 26 Avenue J. de Bologne, Brussels 2. WTD in preparation.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Solar heaters and other devices utilizing solar energy. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

351 Engines, turbines

MEXICO—Automatic or manual steam turbines and turbogenerators. Tecnica y Productos Industriales, S.A. (retailer, sales agent), Isla San Francisco No. 90, Prado Vallejo, Mexico 14, D.F. WTD 6/20/65.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Air cargo handling equipment, including automatic loading devices, specialized container handling equipment and conveyors. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

PAKISTAN—Road rollers, 2 and 3 wheel, over 6 ton; concrete mixers and rock crushers. Requests quotations c&f Karachi. Seedson, Jehangir Mansion (importer, indent agent), Near Thattai Compound, Bunder Rd., Karachi. WTD 12/3/64.

THAILAND—Concrete mixers, portable, ca-

pacity 2½ to 12 cu. ft; heavy earth-moving machinery, such as dragline excavators and large loaders; cif price quotations preferred. Catalogs and illustrated literature requested. Louis T. Leonowens, Ltd. (importer, distributor), Engineering Dept., 723 Siphya Rd., Bangkok. WTD 5/19/65.

354 Metalworking machinery

PAKISTAN—Cranes, heavy duty, 5-100 ton capacity, self-propelled and truck mounted. Requests quotations c&f Karachi; catalogs. Blackwood Hodge (Pakistan) Ltd. (importer, manufacturers' representative), 1 West Wharf Rd., Karachi 2. WTD in preparation.

356 General industrial machinery

AUSTRALIA—Aerial spray equipment for agricultural purposes. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

358 Service industry machines

AUSTRALIA—Water supply systems for communities of 5,000-10,000 population; desalination equipment for brackish or salt ground water with an output of over 3,000 gallons per day. Hawker de Havilland Australia, Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

ENGLAND—Coin-operated launderette equipment. CMP Construction Ltd. (sales agent), 110 Church St., Birkenhead, Cheshire. WTD 11/2/65.

361 Electric transmission, distribution equipment

PANAMA—Transformers: distribution; instrument, current and potential; power, above 600 v., except electronic components; power center; unit sub-station. Distribution switchboards. Power switchboards: metal enclosed switchgear; metal enclosed bus bar structure; automatic and manual panel. Milford, S.A. (agent, importer, distributor), P.O. Box 616, Panama. WTD 10/19/65.

366 Communication equipment

SOUTH AFRICA—HF and VHF transmitting and receiving equipment; VLF standard frequency receivers and phase comparators; frequency synthesizers; VHF pocket paging equipment; stabilizer power supplies (ac and dc); semiconductors. Electrolink (Pty.) Ltd. (manufacturers' agent), P.O. Box 1223, Cape Town. WTD 9/10/65.

367 Electronic components

ENGLAND—Industrial and commercial electronic components of a semi-mechanical nature, e.g., switches, relays, variable capacitors, small motors. Astaron-Bird Ltd. (manufacturer), Cyldon Works, Fleets Lane, Poole, Dorset. WTD 11/2/65.

371 Motor vehicles, motor vehicle equipment

SWEDEN—Center disk wheels for trucks and cars. KB Wulco (agent), Vanersborg. WTD 10/19/65.

372 Aircraft, parts

AUSTRALIA—Aircraft, aircraft safety accessories and equipment; aircraft servicing equipment. Hawker de Havilland Australia, Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

381 Engineering, laboratory scientific, research instruments

AUSTRALIA—Aerial survey equipment including, but not limited to, magnetometers and laser devices. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

384 Surgical, medical, dental instruments, safety devices

AUSTRALIA—Personal safety appliances and equipment for aviation use, such as helmets, protective clothing, goggles and visors, seat belts and harnesses. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

386 Photographic equipment

AUSTRALIA—Aerial cameras and associated equipment, all types including still, motion-picture, high-speed, wide angle and synchronized film-strip models of all sizes with necessary mounting and accessories. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

399 Manufacturing industries

AUSTRALIA—Search, rescue, emergency and survival equipment for aviation use, including kits or apparatus for desalting water for emergency drinking use. Hawker de Havilland Australia Pty. Ltd. (importer, exporter, manufacturer), P.O. Box 78, Lidcombe, N.S.W. WTD 7/30/65.

ITALY—Shoe findings, polishes, shoe lasts, metal sundries, dyes, strings, laces, cements, cork items. Filippo Caminiti & C. (wholesaler, retailer, agent), Via Risorgimento 117, Messina, Sicily. WTD 10/28/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

CONGO—Edouard Bulundwe, Minister of the Interior and of Economic Affairs, East Katanga, accompanied by Leonard Klugman, escort-interpreter, wishes to meet with U.S. firms to discuss **investment possibilities in** the Congo, especially in East Katanga, for the following fields: **forestry, forestry equipment, wood products, wood composition building materials, paper products, fibre products, road building equiment, cement and building block manufacturing equipment, masonry equipment, hydro-electric power equipment and accessories, any labor intensive industries, fertilizers, agricultural equipment and supplies, agricultural byproducts, small basic industry sites, telephone and cable equipment.** c/o David E. Spray, Program Officer, Governmental Affairs Institute, 1726 Massachusetts Ave. NW., Washington, D.C. 20036. Itinerary: Nov. 22-27 Los Angeles; Nov. 27-30 Phoenix; Dec. 1-8 San Juan; Dec. 9-11 Cincinnati; Dec. 12-19 New York; Dec. 20-23 Washington, D.C.

FRANCE—Rodolphe Streichenberger, representing Streichenberger S.A.R.L., 21 quai Tilsitt, Lyon 2, **interested in the organization of commercial distribution and sales networks for coal, domestic bottled gas, chemical and biological fertilizers, and construction materials.** Nov. 9 via Chicago for 20 days. c/o Overseas Industries, 549 West Randolph St., Chicago, Ill. 60606. Itinerary: Chicago, New York. WTD 12/23/64.

INDIA—B. S. Dua, Managing Director, American Refrigerator Co., Ltd., 13-C Russell St., Calcutta 16, **interested in joint ventures for the manufacture of refrigeration and air conditioning fittings and controls in Faridabad Industrial Estate, Punjab, and in setting up a tuna and shrimp fishing project in Cochin, Kerala.** Nov. 18 via New York for 3 weeks. c/o Dunham Bush Inc., West Hartford 10, Conn., or General Motors Corp., Foreign Distributors Division, 224 W. 57th St., New York 19, N.Y. Itinerary: New York, Hartford, Michigan City, Chicago, San Francisco. WTD under revision.

ITALY—Pietro Barberini, Industria Ottica Italiana, 243 Via Nazionale Adriatica, Montesilvano (Pescara), **interested in importing optical machinery, rough shaped glass pieces used in the production of neutral lenses, for sun glasses, and abrasives and in visiting plants which mass produce lenses and spectacles.** Nov. 27 via Boston for 10 days. c/o Department of Commerce Field Offices on route. Itinerary: Boston, Buffalo, New York, Pittsburgh, Cleveland. WTD in preparation.

Adolfo Ventura, Pompe Ufema di A. Ventura, Via Lanzone 24, Milan, **interested in importing from the United States and obtaining manufacturing licenses for the production in Italy of complete lines of water treating equipment;** requesting technical information. Nov. 28 via New York for 1-2 weeks. c/o Italian Consulate General, 690 Park Ave., New York, N.Y. Itinerary: New York, Chicago, Boston, Philadelphia. WTD 8/11/65.

JAPAN—James M. Sakai, President, Overseas Fisheries Consulting, Inc., Unami, Himi City, Toyama Prefecture, **interested in visiting canneries and meeting with manufacturers of frozen foods.** Nov. 5 via San Francisco for 1 month. c/o Eijiu Sasajima, 1758 Buckingham Rd., Los Angeles, Calif. Itinerary: Los Angeles, San Diego, San Pedro, Honolulu, Anchorage. WTD in preparation.

KUWAIT—Abdulaziz Ali, Engineer, Mohammed Abdulmohsin Al-Kharafi Factories, P.O. Box 647, Kuwait, **interested in paper converting machinery, especially for manufacture of cups and cartons.** Nov. 25 via New York for 2-3 weeks. c/o Department of Commerce New York Field Office. Itinerary to be decided after arrival. WTD 12/7/64.

SWITZERLAND—Albert Obrist, Albert Obrist & Co., Dalplast-Produktion, 50 Romerstr., 4153 Reinach, Baselland, **interested in methods of plastic packagings with injection moulding and related commodities.** Nov. 13 via New York for 2 weeks. c/o White Metal Manufacturing Co., 220 Goffle Rd., Hawthorne, N.J. Itinerary: New York, Philadelphia, others to be determined. WTD in preparation.

Future Construction

CHILE—A bill introduced in the Congress proposes a **study of rapid transit alternatives to mounting traffic congestion and urban transport problems in Santiago.** Currently, 65 km. of rail transport exists and any future system would likely be based on this asset. Prospect for construction of a completely new system (either monorail, subway, surface or elevated) is probably very long range. Current efforts have centered on reequipping public and private bus companies and inaugurating some commuter train services.

COSTA RICA—The Ministry of Transports has announced details regarding the **San Ramon-El Coco international highway** which is to be built south of the Inter-American highway section. The proposed highway will cost over $11½ million and will be 42 kilometers of two-lane pavement, with a total of 13.7 kilometers of additional graded lanes. Cloverleaf interchanges will be built at various locations as well as eight bridges of 569 meters total length and 24 overpass structures. Negotiations reportedly are underway with the Central American Bank for Economic Intergration for a loan to cover the project cost.

Plans are being advanced for **construction of a first-class road between Turrialba and Limon and for improvements to the existing Turrialba-San Jose road, construction of a pier at Moin, expansion and improvement of facilities at the Pacific port of Puntarenas** and **construction of an inland waterway between Moin and Barra del Colorado.** These projects will cost over $44 million.

For information about these projects **write:** the Ministerio de Transports, Aptdo. 5044, San Jose. For contract awards on other road projects **write:** Sr. Roberto Lizano T., Proveedor Nacional, Ministerio de Economia y Hacienda, Aptdo. 5101, San Jose.

EL SALVADOR—The Office of Specific Procurement of Public Works intends to publicly **open bids for construction of primary schools.**

The project includes 12 primary schools for various localities in El Salvador, divided geographically into two groups of six each.

Schools will be one story, no less than four nor more than 12 classrooms, built with metal structure frames, corrugated asbestos-cement roofing, cement block walls or clay brick, plastered finished and painted cement tile with compressed wood partitions between classrooms. The type of contract contemplated is for a lump sum for each group or for both groups combined.

Participation of U.S. and Central American Common Market firms has been contemplated. U.S. firms may obtain plans and specifications from the Embassy of El Salvador in Washington, D.C. or from the Office of Specific Procurement of Public Works, Government of El Salvador, Edificio Marazon, Octoba Calle Poniente No. 210, San Salvador. Closing date for submission of bids is Nov. 30.

GHANA—(1 £G = $2.80—IMF parity rate). Local press reports indicate that the Government has been studying the possibility of building a **hydro-power station on the Black Volta River at Bui,** in addition to the Akosombo development. The main feature of the Bui Scheme would be the construction of a dam in the lower Bui gorge with an installed capacity of 190,000 kilowatts, to be linked ultimately to the Akosombo sub-station at Kumasi which will be connected to Bui by a 140-mile long transmission line. The cost of the Bui project is estimated at £G47½ million. The engineering and economic feasibility including compilation of the project feasibility report was reportedly prepared by the USSR's Techopromexport of Moscow.

KENYA—The World Bank has made a loan equivalent to $38 million to assist in financing a **modernization and expansion program being carried out by the East African Railways and Harbours Administration (EAR&H).** EAR&H operates railway lines serving Kenya, Uganda and Tanzania, road transport and lake transport services which feed the rail network, and Indian Ocean ports which clear the entire overseas trade of all three countries. A Bank loan of $24 million in 1955 assisted an earlier improvement program of EAR&H.

The basic aim of the current program is **to modernize the locomotive rolling stock fleets to renew and strengthen important sections of main line, and to enlarge the capacity of the ports at Mombasa and Dar es Salaam to service ships and handle cargo.** By improving its operating efficiency, EAR&H will be able to accommodate the growing traffic throughout East Africa.

EAR&H is owned jointly by Kenya, Tanzania and Uganda and functions under the broad direction and control of the East African Common Services Authority, an intergovernmental body which consists of the Presidents of Kenya and Tanzania and the Prime Minister of Uganda. The Bank loan has been made to the Authority and is guaranteed jointly and severally by the Republic of Kenya, the United Republic and Tanzania and the State of Uganda.

Estimated cost of the program over the three-year period, 1965-1967, is equivalent to some $75 million. The proceeds of the **$38 million loan** from the World Bank will cover more than three quarters of the required foreign exchange and **will be used mainly to pay for imported freight cars, shop and maintenance-of-way equipment, road transport vehicles and lake craft, cargo-handling equipment for the ports and harbor craft.** A British Government loan of about £3.15 million ($8.8 million) will be used for the purchase of British-made diesel locomotives. EAR&H will meet the local currency costs and any remaining foreign exchange requirements from its own resources.

MALAYSIA—A **general summary of projected projects** that may be undertaken by the Government during the 1966-1970 Plan is **available on loan to U.S. firms.** The summarization of projects and budget allocations costing an estimated M$4,500 million (US$1 = M$3.06) is broken down by Ministry or other government agency or by State.

The complete 1966-1970 Plan has not been released at this time; the summary is based on an outline presented by Thailand's Deputy Prime Minister in a speech earlier this year. This summary is available on 5 day loan only to U.S. firms domiciled in the U.S. **Write:** Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

MOROCCO—The International Development Association, an affiliate of the World Bank, has approved a credit equivalent to $11 million to the Kingdom of Morocco to assist in financing the **construction and equipment of 21 schools.**

These schools will offer general and specialized education and training at the secondary level in arts, sciences, commerce, agriculture, home economics and industry.

Total cost of the schools is estimated at the equivalent of $16.2 million which includes the cost of sites, site development works, construction, furniture, domestic appliances, science laboratories, workshop equipment, libraries and professional fees. The IDA credit of $11 million will cover all the foreign exchange requirements and part of the local currency.

Contracts for civil works involving amounts of $100,000 or more and for the procurement of equipment involving $30,000 or more will be awarded on the basis of international competitive bidding.

QATAR—The British consulting firm, Coode & Partners, Ltd., of London has issued invitations to bid on the Government project to construct a **deep-water port at Doha.** Fourteen (as yet unidentified) international construction firms were invited. It is known, however, that the U.S. firm, Merritt, Chapman & Scott, 261 Madison Avenue, New York City, N.Y., was included on the list.

THAILAND—The Thai Oil Refinery Company (TORC) recently submitted to the Thai Government a proposal for establishing a **chemical fertilizer plant** using waste products from its oil refinery at Sriracha. According to the proposal, TORC would finance the new factory through a foreign loan of about $20 million, and upon repayment of the loan in 10-15 years, the factory would become the property of the Government.

VENEZUELA—Construction will begin on a **subway** to serve metropolitan Caracas in Jan. 1966, according to a newspaper account of a statement by the President's Special Commission to study Caracas traffic. Total cost of the project is estimated at $333 million.

Significant Awards

CANADA—A list of firms awarded contracts by various Canadian Government agencies (Transport, Public Works, and Defense) during September and October is available on loan to U.S. firms from the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Att: C-22.

CHILE—The Empresa Nacional de Telecommunicaciones recently awarded General Electric Ltd. of England certain contracts for the northern microwave network (Santiago-Copiapo and Antofagasta-Arica). The award includes general telecommunications "hardware" valued at about $1.6 million and is covered by very favorable financing arrangements.

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Calendar *for international traders*

BOSTON—Nov. 27—In-Office Export Workshop, 1 p.m., Field Office. Sponsors: Field Office, Department of Commerce; REEC.

CEDAR RAPIDS, IOWA—Dec. 14—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Nov. 22—Regional Conference on Sweden-Midwest Economic Relations, 10 a.m., Palmer House. Luncheon, 12:30 p.m. Speaker: Prince Bertil of Sweden. Sponsor: Chicago Assn. of Commerce and Industry.

CHICAGO—Nov. 23—Illinois Manufacturers Assn. Seminar, Pick-Congress Hotel.

CHICAGO—Dec. 9—In-Office Meeting, Field Office.

CHICAGO—Dec. 9—International Trade Club, luncheon meeting, report by members of U.S. Trade Mission to Poland and Rumania, LaSalle Hotel.

CLEVELAND—Nov. 23—REEC Meeting, 12 noon, Mid-Day Club.

CLEVELAND—Dec. 8—Special Workshop "Export Financing and Foreign Investment," National City Bank. Sponsors: National City Bank; Field Office, Department of Commerce; REEC.

DALLAS—Nov. 23—In-Office Workshop with Heinrich W. Mirgel, Trade Assistance Specialist, American Embassy, Bonn. Field Office. Sponsors: Field Office, Department of Commerce; REEC.

DALLAS—Dec. 1—In-Office Workshop with Nestor G. Lardicos, Commercial Specialist, American Embassy, Cairo. Field Office. Sponsors: Field Office, Department of Commerce; REEC.

DES MOINES, IOWA—Dec. 17—Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

JACKSONVILLE, FLA.—Nov. 23—In-Office Workshop on Export Expansion, Field Office.

JACKSONVILLE, FLA.—Dec. 14—In-Office Workshop on Export Expansion, 2 p.m., Field Office.

JOLIET, ILL.—Nov. 30—In-Office Meeting, Chamber of Commerce.

KANSAS CITY, MO.—Nov. 22—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, KAN.—Nov. 30—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

MEMPHIS—Nov. 22—"Trading with Italy" Export Conference, Hotel King Cotton. Sponsors: Mid-South Exporters Roundtable; Field Office, Department of Commerce.

MEMPHIS—Nov. 23—World Trade Club, Hotel Claridge. Speaker: Alberto Cristofanetti, U.S. Embassy, Rome.

MEMPHIS—Dec. 3—Export Clinic on India, Hotel Peabody. Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

MEMPHIS—Dec. 7—"First Step" Export Workshop, Field Office, Sponsors: Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

MIAMI—Nov. 23—In-Office Export Conference, 10:30 a.m., Field Office. Sponsors: Field Office, Department of Commerce; REEC.

MILWAUKEE—Dec. 2—Milwaukee World Trade Club, Holiday Inn-Central.

MINNEAPOLIS—Nov. 23—4th Annual Export Trade Workshop, Federal Bldg. Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC.

NEW YORK—Nov. 22-24—American Management Assn. Seminar of Sources and Methods of Financing International Operations, AMA Headquarters.

NEW YORK—Nov. 23—Manufacturing Chemists Assn., annual convention, Waldorf Astoria. Speaker: **John T. Connor,** Secretary of Commerce.

NEW YORK—Nov. 23—In-Office "Profits in Exports" Conference, Field Office. Sponsors: National Assn. of Costume Jewelers, Inc.; Field Office, Department of Commerce.

NEW YORK—Dec. 1—Businessmen's Conference and Consultations with members of U.S. Trade Mission to Poland and Rumania, U.S. Mission to United Nations Bldg. Sponsor: Field Office, Department of Commerce.

NEW YORK—Dec. 2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club.

NEW YORK—Dec. 8—U.S. Council of International Chamber of Commerce, Inc., annual meeting, Hotel Pierre. Speaker: Henry H. Fowler, Secretary of the Treasury.

NEW YORK—Dec. 9—In-Office "Profits in Exports" Meeting, Field Office. Sponsors: National Handbag Assn.; Field Office, Department of Commerce.

NEW YORK—Dec. 14—International Executives Assn., monthly luncheon meeting in cooperation with International Advertising Assn., Hotel Statler Hilton.

PITTSBURGH—Nov. 22—Export Seminar for Allegheny County Schools, Field Office. Sponsors: Field Office, Department of Commerce.

SALEM, ORE.—Nov. 30—Mid-Willamette Valley International Business Short Course, Marion Motor Hotel.

SAN JUAN, P.R.—Nov. 23—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

SAN JUAN, P.R.—Dec. 1—Export Expansion Seminar, Banco Popular. Sponsors: Field Office, Department of Commerce; Banco Popular.

SAN JUAN, P.R.—Dec. 7—REEC 8th General Membership Meeting and Debriefing of the Puerto Rico IOGA Mission to Central America, Chamber of Commerce.

SEEKONK, MASS.—Nov. 23—Providence World Trade Club, dinner meeting, Hearthstone Restaurant, Route 44.

ST. LOUIS—Nov. 23—In-Office "Show You" Workshop on Export Expansion, Field Office. Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

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